

# ACT

The magazine for the crane and transport industry

A KHL Group Publication

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**PREVIEW**  
SC&RA Specialized  
Transportation  
Symposium  
p11

**SITE REPORT**  
New Glenn  
rocket  
p39

**INTERVIEW**  
Tadano's  
Dean  
Barley  
p14

**TOPLIST**  
Mega  
crane  
market  
expands  
p22

# Mega and mighty!



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# New year, new news

**H**appy New Year! As the new year dawns, the calendar is already filling up with industry events. The first quarter is shaping up as the four busiest months of the year with World of Concrete, the SC&RA Specialized Transportation Symposium, Bauma and the SC&RA Annual Conference (to name a few) in rapid succession. To me, it's just all so exciting.

2025 marks my 20<sup>th</sup> year editing *ACT* and covering this amazing industry. Things do not seem to slow down, and that's a good thing. While none of us can predict the future, there's a lot of data that points to a solid market throughout 2025 and into 2026. Off-Highway Research Managing Director Chris Sleight provides some interesting insight into the market in our annual Special Report Industry Outlook, starting on page 20.

As well, I was able to catch up with Tadano's Dean Barley to talk about the crane market and how he sees things shaking out. Barley is one busy guy, but he is optimistic about crane sales and Tadano's performance in the market. I'm just so pleased to kick off our 2025 Interview Q&A with an executive from a major crane producer for the American market talking about the American market. Barley teases several interesting things. I have a hunch that Tadano is going to make a lot of news in the coming months.

A new feature in *ACT* January is our Mega Cranes Toplist. It's amazing how the market for cranes that lift more than 2,000 tons is actually growing, both among specialty contractors and the traditional crane manufacturers.

Plus, there's a lot more news and views in this issue. Hannah Sundermeyer covers the training and certification market and SC&RA's workforce development initiatives. Plus there are previews of the SC&RA Specialized Transportation Symposium and Bauma.

I drove down to Houston at the start of December to see Kobelco's new "ranch," a captivating new facility that was specially designed as a demonstration and delivery facility.

And finally, it's a new year and there's a lot going on. Please keep us apprised of what's going on with your company, people, equipment and jobs!

## D. ANN SLAYTON SHIFFLER

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Mammoet's 6,000-ton SK6000 has been tested for electric and zero-emission operation. See our Mega Cranes article and top list starting on page 22.

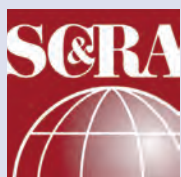


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## 11 PREVIEW SC&RA SPECIALIZED TRANSPORTATION SYMPOSIUM

Get ready to learn and network at the SC&RA Specialized Transportation Symposium.



## 14 INTERVIEW

Ambitious and energetic, Tadano's Dean Barley is ready to take on 2025 and beyond. D. Ann Shiffler reports.

## 19 RIGGING MATTERS

Outrigger pads and mats are composed of many different materials and constructions.

## 20 SPECIAL REPORT 2025 FORECAST

Chris Sleight reports that crane sales rose in 2024, despite a slowing growth.

## 22 PRODUCT FOCUS MEGA CRANES

ACT ranks the largest cranes in the world by capacity and provides a market overview.



## MARKETPLACE

The most comprehensive listing of crane and transport services and equipment in North America.

## 51 TRAINING DIRECTORY

## 52 SLINGS & THINGS

## PERMIT & PILOT CAR

## 53 DEALER LOCATOR

## 59 PRODUCTS, PARTS & ACCESSORIES

## 64 EQUIPMENT FOR SALE OR RENT

## SAFETY & INDUSTRY SERVICES

## 65 TRANSPORT & HEAVY HAUL

## CAREER OPPORTUNITIES



## 24 INDUSTRY SPOTLIGHT TRAINING & CERTIFICATION

Learn about the CCO Foundation's latest initiative to attract the next generation of crane professionals.

## 29 INDUSTRY SPOTLIGHT WORKFORCE DEVELOPMENT

Recapping the efforts of SC&RA's Workforce Ambassador Program.



## 31 PREVIEW BAUMA

The "mother of all construction equipment trade shows" is back in 2025.

## 34 INDUSTRY FOCUS CRANE DESIGN

Buckner HeavyLift collaborates with Liebherr on its LTR 1150 crawlers.



## 36 SITE VISIT KOBELCO

Kobelco Cranes shows off its new demonstration and delivery facility.

## 39 SITE REPORT TRANSPORT

Transporting Blue Origin's New Glenn rocket involved cutting-edge logistics.

## 66 MILESTONES

Remembering industry icon Bill Grubb.



## 41 SC&RA COMMENT

Joel Dandrea discusses what you need to know about an immigration crackdown.

## 42 SC&RA NEWS

SC&RA's five-year roadmap for growth, action and influence.

## 46 RISK MANAGEMENT

Rose Augustin offers tips on how to mitigate risks and enhance safety.

## DEPARTMENTS

### 6 NEWS

### 45 NCCCO NEWS

### 49 PEOPLE/EVENTS



# North America's first GMK6450-1 debuts in Seattle

BITS

■ **MGX Equipment Services** has unveiled a 22,000-square-foot facility in central Phoenix, AZ, aimed at enhancing service capabilities and customer experience in the Southwest region of the country. Strategically located near Sky Harbor Airport, the new branch was designed to be a convenient hub for customers in Arizona, Nevada and New Mexico.

■ Following the acquisition of **PACCAR Winch** by **Black Phoenix Group** at the end of 2024, the company is now operating as **Arrowhead Winch**, and a full rebranding is under way.

**The project's key lifts included positioning a 135,000-pound hull and installing a 58,000-pound towboat house. PHOTO: MANITOWOC**

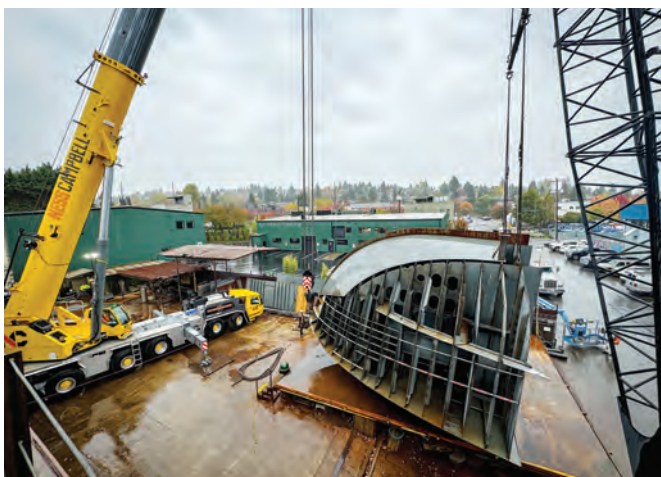
**A** NessCampbell Crane + Rigging, a provider of crane and rigging solutions in the Pacific Northwest of the United States, showcased its latest acquisition, the 500-ton Grove GMK6450-1

all-terrain crane, during a complex towboat assembly project at Western Towboat's Seattle facility. This endeavor marked the first deployment of the GMK6450-1 in North America, demonstrating its cutting-edge capabilities in

real-world applications, the company said.

The towboat assembly was a collaborative effort between NessCampbell and Western Towboat, with the GMK6450-1 playing a pivotal role alongside Western Towboat's Manitowoc 3900 crawler crane. The project's key lifts included positioning a 135,000-pound hull and installing a 58,000-pound towboat house.

"We started by carefully rigging and rotating the hull into a vertical position, a task requiring absolute precision to avoid misalignment or damage," explained Josh Buege, project manager, NessCampbell. "Then, we reconfigured the rigging to set the hull upright, allowing the towboat house to be lifted and secured into place." ■



## New Shuttlelift DB30 boosts efficiency

Colmac Coil Manufacturing, a third-generation family-owned company with roots in Washington state, has added a new Shuttlelift DB30 (60,000-pound capacity) mobile gantry crane to its Paxton, IL. Established in 1971, Colmac began with heating and cooling coils for the HVAC industry and

expanded into commercial and industrial refrigeration, necessitating their Midwest production facility in 2009.

To support the launch of their A+P Insulated Penthouse Air Coolers, Colmac was in search of an innovative and more efficient lifting solution. After evaluating various crane manufacturers, they selected

the Shuttlelift rubber-tired gantry crane for its versatility and efficiency, the company said.

"Prior to owning the Shuttlelift, we had to load units indoors, slowing down and negatively affecting our production rate," said James Phelan, vice president of operations, Colmac.

Colmac's custom product lines demanded a flexible lifting solution capable of accommodating various sizes and lift points. Shuttlelift tailored their design by creating two custom spreader bars used with a dual trolley system, allowing a span from 60 inches to 160 inches on center. ■



**The Shuttlelift crane will streamline large-scale projects, enabling Colmac to load and ship large units or numerous pieces within tight timeframes. PHOTO: COLMAC**

**Stafford Tower Cranes has completed the successful installation of a Stafford STF 7022 TL tower crane sold to Goldwynn Resort. Given the geographical region for this tower crane, the company had to consider high wind factors. The STF 7022 TL offers a maximum reach of 230 feet and is capable of lifting up to**







**SGRT guides one of the eight new steam generators back into Bruce A with the PTC-35 crane.**

## Mammoet ring crane assists in refurbishing six reactors

Mammoet is playing a pivotal role in Bruce Power's Major Component Replacement (MCR) projects in Ontario, Canada, which aim to extend the lifespan of one of the world's largest nuclear power plants to 2064. The MCR projects, part of Bruce Power's broader Life-Extension program launched in 2016, focus on refurbishing six reactor units (Units 3-8) across Bruce A and Bruce B stations. These stations generate over 30 percent of Ontario's power while also producing critical cancer-fighting medical isotopes.

To facilitate the replacement of 90-ton steam generators, Mammoet is working alongside the Steam Generator Replacement Team (SGRT), comprising Aecon, United Engineers & Constructors and Framatome. Accessing Bruce A's steam generators involves lifting and temporarily storing 300-ton steam drums, using Mammoet's PTC-35 ring crane.

### 5,340 pounds at the tip.

**"Safety is top of our agenda together with reliability," said Mike Posener, marketing and business development director, Stafford Tower Cranes. "The setting of the crystal-clear Bahamian waters as a backdrop, the crane's performance will support the next phase of this remarkable ongoing project."**

# Engineered Rigging adds dynamic testing

**E**ngineered Rigging has developed its Equipment Service Center in Arkansas, with the introduction of dynamic testing and certification for high-pressure hydraulic equipment. This service offers equipment owners a proactive way to ensure safety, optimize performance and extend the lifespan of critical hydraulic components, such as cylinders and pumps.

Dynamic testing simulates real-world maximum load conditions, 105 percent of a cylinder's capacity, allowing for a comprehensive evaluation of hydraulic systems. Unlike static testing, which only pressurizes equipment at set intervals, dynamic testing



**Engineered Rigging's technicians employ cutting-edge Holmatro testing technology to detect potential issues that static testing often misses.**

examines the full stroke of a hydraulic cylinder, identifying hidden weaknesses such as internal scratches or damage that can lead to failure.

"Dynamic testing is a

game-changer for preventive maintenance," said Engineered Rigging's Mike Beres. "It optimizes equipment safety and performance while extending its life."

## Link-Belt crawler powers lane expansion

A Link-Belt Cranes 140-ton TCC-1400 is assisting the construction of an express lane extension project in Tysons Corner, VA. Purchased by the Shirley Contracting Company of Lorton, VA, which is being subcontracted on the project, the TCC-1400 is one of seven Link-Belt machines owned by the company. Shirley Contracting Equipment Manager Patrick Crocker said the company has a long history with Link-Belt, valuing the versatility of Link-Belt products.

"In fact, the very first crane the company purchased was a Link-Belt," Crocker said, identifying that crane as an LS-108 lattice crane, which the company still owns. "At the end of the day, we want the right machine for the job, and we really value versatility."

As part of the project, which

**Aside from picking and placing the 8-by-20-foot sound wall panels, weighing 19,000 pounds each, and driving pile for the project, the TCC-1400 helped with box culvert replacements.**

looks to extend northbound Interstate 495 express lanes to the Maryland state border, the TCC-1400 is picking sound wall panels and posts and driving abutment pile to create a Mechanically Stabilized Earth (MSE) wall, showcasing its superior functionality across jobs. With a project scope that extends close to two miles, Crocker said the TCC-1400's long reach and impressive transportability distinguishes it from other cranes.

"The 1400 sits on a job right now doing the work of three RT cranes," Crocker said. "On this type of job, it's a hell of a lot more productive."



■ Integrated freight transportation solutions provider **Landstar System** has opened a new 8,000 square-foot field operations center in Crawfordsville, IN. The operation center includes classrooms, a conference room and amenities for owner-operators leased to Landstar. The facility reinforces Landstar's commitment to maintaining a network of regional facilities across the United States and in Canada for its leased owner-operators.

BT





BIT

■ **Liebherr** has broken ground on its new state-of-the-art logistics center in Tupelo, MS. Located in the Hive Business Park, the new facility will serve as a continental warehouse of Liebherr-Logistics, supporting logistics and service operations and solidifying Liebherr's presence across the Americas.

A full 80-meter jib can be configured on the new Potain MCT 2205.

PHOTO: MANITOWOC



## Manitowoc launches flat top tower crane

**M**anitowoc launched a large flat top tower crane, the Potain MCT 2205, at Bauma China 2024. The crane has an 80-meter jib and a lifting capacity of 80 metric tons. It is manufactured at Manitowoc's facility in Zhangjiagang, China.

The entire top slewing

portion of the crane, including the 11 sections of the jib, can be transported on 16 trailers or containers. The crane's mast telescoping system is constructed for Potain's R99A or R910A mast sections.

The crane can achieve a 71-meter height under hook with PA950 fixing angles, or 99.9 meters with PA952 fixing

angles. It can carry a 23.5 metric ton payload at the end of its full jib configuration, with its maximum 80 ton capacity available between 5 to 26.3 meters. This extends to 30.5 meters when the jib is built to 45 or 50 meters, while 72.9 tons can be handled towards the end of a four-section, 30-meter jib. ■

## Vinci erects Wolffkrans

Vinci Building has erected the first of two tower cranes it bought, rather than rented, for a project in the UK. The 28 metric ton Wolff 355 B luffing jib tower is on the Sheffield Forgemasters' Brightside Lane job, which is part of a \$176 million project to construct a 13,800-square-meter building for open-die steel forging. Sheffield Forgemasters is owned by the UK Ministry of Defence.

Vinci Building invested \$3.2 million for the two Wolffkran electric tower cranes. The second one is due on site by mid-2025. Both will be working on site until early 2026. They will help construct the press pit foundations and a 40-meter-tall superstructure. Sheffield Forgemasters' Craig Fisher said the arrival of the new cranes are the first external indicators of the large program of work being undertaken by Sheffield Forgemasters.

**The jib is being installed on the new Wolff 355 B, first of two on site in Sheffield, England.**



**The Liebherr LR 11350 lattice boom crawler cranes have been assembling tower elements into a tower reaching 110 meters tall near Borkum, Denmark.**

## Liebherr crawlers build Danish wind farm

BMS Heavy Cranes is using Liebherr LR 11350 crawler cranes to assemble 106 wind turbine towers in Esbjerg, Denmark. These towers, each over 100 meters tall, are part of a major project for a new offshore wind power park near Borkum. The operation began in December 2023 and was set to finish by late 2024. Esbjerg is the center of Danish offshore wind power activities in the North Sea.

The Liebherr crawlers have been assembling tower elements into a tower reaching 110 meters high. The fully wired tower is erected on a special platform by the crane and is then lifted on board by the erection vessel's on-board

crane. Four wind power plants (12 rotor blades, four turbines and four towers) are taken on each trip. Liebherr's LICCON system monitors wind speeds and BMS also uses its own app, which allows access to wind data at any time.

"This is very important," said crane supervisor Michael Leonard, who coordinates installations for BMS in Scotland. "I keep a close eye on the wind and weather and also coordinate with the installation company Fairwind and the wind turbine manufacturer - we only do the lift when we say together that it will be pulled. A tower element weighing 100 tons must not be allowed to start swinging." ■



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Get ready to learn and network with peers at the SC&RA Specialized Transportation Symposium in Charlotte, NC in February. **ACT** previews the highlights.

"The light was yellow, sir." Various state law enforcement officials attend the STS.



## SPECIALIZED TRANSPORTATION SYMPOSIUM

FEBRUARY 18-20, 2025

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# Symposium to kick off in Charlotte

Registration is open for the specialized transport event of 2025: the SC&RA's Specialized Transportation Symposium. The next annual STS is in Charlotte, North Carolina, February 18-20 February 2025.

Hundreds of peers from the heavy transport industry will congregate for a mix of education sessions, committee and other meetings, all topped with a good helping of networking.

Helping to set the scene and tone near the beginning of the event will be an economic outlook session. With the title, 2025 Specialized Transportation Market Forecast, it will see experts offer analysis and opinion on the state of the U.S.

economy. Trends for the oversized and-or overweight load markets in 2025 will be identified, and there will be a review of equipment financing trends and issues.

Prior to that, however, the 2025 STS kicks off on February 18 with various state Department of Transportation regional meetings. The morning features committee meetings that attendees are very much encouraged to attend. They include the Permit Policy Committee, the Pilot Car Committee and the Transportation Safety, Education and Training Committee.

There will also be a meeting of the AASHTO CTSO Freight Working Group. Attendees can find out the



Opportunities for networking are a vital element of the SC&RA Specialized Transportation Symposium.

latest developments and also influence outcomes and help inform in decision-making and really be a part of the industry. The first day will close out an evening of networking and introductions at the First Timers' Briefing.

### Transport topics

Recruiting and keeping good employees remains a major challenge across the industry. One of the breakout sessions, How to Attract and Retain NextGen Workers, aims to address this issue.



In addition to best practice advice, an important element of the session will be how to manage the now very diverse and transformative next generation entering the workforce.

## Risk management

Another perennial topic is addressed by the session titled, Permit Harmonization: What Would You Do? Hear directly from the horse's mouth, namely U.S. Highway Patrol and DOT officials, about what they like to see relating to national, regional and corridor permit harmonization.

Many of the sessions are informative and offer practical solutions related to insurance and risk management. One is about making accident reconstruction part of your overall safety protocol. The title of this one not to be missed is What Happened? Accident Reconstructions and Applications.

Another insurance-related session is titled, Insurance Decisions Impacting Your Future Success. It is a panel of experts offering assistance with preventing losses and working out what factors are negatively impacting your insurance rates. Telematics will be covered, as will effectively financing risk.

## Hit the road

The keynote session, Over the Wall Thinking, will feature NASCAR innovator Andy Papathanassiou, who will share insights on team success and leadership principles inspired by pit crew

**Attendees will be treated to a variety of breakout sessions and industry experts.**



**Attendees will have the opportunity for one-on-one meetings with state Department of Transportation officials. Each will be 15 minutes and members need to sign up and register for appointments here: [www.scranet.org/sts2025](http://www.scranet.org/sts2025)**

operations. Additional breakout sessions include Navigating Real World Nuances of Commercial Vehicle Enforcement, where carriers and former enforcement officials will review mock citations and discuss practical applications of compliance. The session Advancements in Trip Planning Technologies: Assessing Pros and Cons, experts

will explore how evolving technologies impact trip planning and OS/OW permitting processes.

Attendees will also have the opportunity to hear from 2024 Hauling Job of the Year winners as they share their entries in the session titled Everything You Need to Know About Entering, Judging, and Winning SC&RA's Hauling Job of the Year Competition. ■



**To register for the 2025 Specialized Transportation Symposium see:**

**[www.scranet.org/sts2025](http://www.scranet.org/sts2025)**



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# Impressive

**T**adano Pan America President and CEO Dean Barley has been putting up impressive numbers over the past couple of years. Crane sales numbers were through the roof from 2022 to 2023, with his team notching a 57 percent growth in North American business. Even during a presidential election year with economic uncertainty looming, the division's third quarter of 2024 grew 19 percent over 2023.

"The biggest market is the United States closely followed by Canada and then Latin America," Barley said. "Leading up to the election, everyone was in a wait-and-see mode. Although we have a feeling where the market will go in 2025, only time will tell."

But, Barley is very optimistic.

"The economic light switch will turn back on, but it won't be a flip of a switch," he said of the economic picture ahead in North America. "It may take a while for things to fully light up. Coming off the U.S. presidential election, the straight up sentiment on the street is that activity is picking up. Phones are ringing. We are optimistic about the future based on the news that we are hearing from our customers."

## Slight hesitation ahead?

However, the picture is not all rosy yet, he said.

"Personally, I think the market will be kind of flat the first part of 2025," he said. "There may be a little lull. There was a lot of volume from all the crane manufacturers going into 2023 and a lot of carryover into 2024. But initially in 2025, there will likely be a hesitation."

But then on the backside of 2025, he thinks things will get better.

"Right now, there's some catching up to do," he explained. "Interest rates haven't changed much over the past six to 12 months. We believe activity will pick up, but it will take time."

And look out for 2026.

"Things will start to trickle through the pipeline like we saw at the end of 2022," he said. "2026 could be even better."

Barley is a high energy person, always

Ambitious and energetic, Tadano's **Dean Barley** is ready to take on 2025 and beyond. **D. Ann Shiffler** reports.

in motion and perpetually planning and strategizing. Last summer I travelled to Japan with him to see three Tadano facilities and visit the company's corporate offices in Tokyo. Back then, we made a plan to have a year-end discussion for our first Q&A in 2025.

Barley is one of the most thoughtful people in the crane industry. He says what he thinks, but you can tell he has already thought through everything he says. I think you will enjoy reading what he has to say about the North American crane market and all things Tadano.

## WHAT ARE THE BIGGEST CHALLENGES AND OPPORTUNITIES IN THE BUSINESS?

That's an interesting question and the answer is interesting. I think our challenges and opportunities are somewhat the same. For instance, interest rates are definitely a challenge, but this presents an opportunity. Inflation has clearly been a problem for the last couple of years, and the supply base pushed up costs significantly. But that too has been an opportunity for Tadano.

The people who are buying Tadano cranes are those who can do the math. The cost of ownership of our cranes really sets us apart from many of our competitors. The overall cost of ownership and the value of buying a crane remain the same.

If you are putting a high quality product in your fleet, and the return is good because of the low cost of maintenance, you can look at the long term and see the value proposition. The challenge is for the customer who chooses a lower cost.

But honestly, the market has gotten a lot smarter. There is a lot more technology that is making the customer or owner savvier when it comes to the cost of ownership and residual values. As more people look at this data, that has really helped our business. The market has taken a closer look at Tadano.

Aside from that, in terms of

opportunities, we have a wonderful team that I am very proud of. We have a great operation that we've invested in and continue to invest in, and we have great customers. It's a great combination.

## IT'S MY UNDERSTANDING THAT THE MARKET IS ULTRA-COMPETITIVE, IN EVERY CRANE CLASS. HOW DO YOU ADDRESS INCREASING MARKET SHARE IN A COMPETITIVE MARKET PLACE?

People want to do business with people they trust. At Tadano, we live and die by taking care of our customers. We have grown market share in a very competitive market by offering a great product that has a low cost of ownership. And you work with people who you can trust.

One of our older slogans was "take a closer look at Tadano." Our customers have taken a closer look.

As far as competition, Tadano cranes are not inexpensive. They are not cheaper on the front side. But it's about the total cost of ownership.

Everyone is building a crane that is competitive in terms of specs. But it's more than about the capacities or limitation of the crane, such as capacity or boom height. For the most part, the features and benefits are somewhat equal. But with Tadano, you get a team of people who are there for you 24/7. We've increased our parts inventory by more than 30 percent, when some of our competitors have dialed it back. We think it's important to maintain uptime and having every part in stock will help with this. If you take care of the customer, the bottom line will take care of itself.

## YOU ROLLED OUT TWO NEW TRUCK CRANES IN 2023. HOW HAS THIS PRODUCT LINE PERFORMED?

It has exceeded my expectations in every way. It's not a secret, every truck crane we have built so far is sold. We are clearly in a good position in this market for 2025.

Our biggest problem is getting more



# numbers

inventory. We are building them as fast as we can, but we are not rushing production. We will still assure the product is perfect.

Several things have led to the market acceptance of our truck crane product. Clearly, truck cranes are industry leading because they can do 65 miles per hour on the interstate and go from one job to the next easily. And then you compare ride and handling due to the suspension and operation of the crane, and we are giving the operator a wonderful experience. This crane is built in the same factory as our rough terrain crane line and the quality and reliability is flawless.

We've been in this business a long time, and the market was ready for a Tadano truck crane. We are selling everything we can build.

Another thing is that many of the people who have taken a chance on the truck crane haven't owned a Tadano crane before. The market was clearly ready for a new competitor in this space. I want to say thank you to this new customer and to our existing customers who have gone to the expense of switching brands.

**THE MANITEX ACQUISITION HAS NOT CLOSED YET, BUT WE WOULD ASSUME THAT YOU WILL BE INTEGRATING A BOOM TRUCK AND ARTICULATING CRANE INTO THE TRUCK CRANE PRODUCT LINE. WHAT ARE YOUR THOUGHTS ABOUT ADDING THIS PRODUCT LINE TO THE MIX?**

I just can't talk about this right now. We are scheduled to close in the first quarter of 2025. It's just too early to comment.

**LET'S TALK ABOUT THE EVOLT, THE FIRST ALL-ELECTRIC ROUGH TERRAIN CRANE. WHAT HAS BEEN THE REACTION?**

*(At the time of our interview, the first model had not yet hit the United States.)*

We do not have the first crane on the ground just yet, but preparations are well underway. We focused on two key priorities: ensuring our team is fully equipped to service the machines and enhancing their understanding of key systems, such as battery management and the electrical components. While our technicians have already completed

**Dean Barley, President and CEO, Tadano Pan America**



“

The economic light switch will turn back on, but it won't be at the quick flip of a switch. It may take a while for things to fully light up.

Coming off the U.S. presidential election, the straight up sentiment on the street is that activity is picking up. Phones are ringing. We are optimistic about the future based on the news that we are hearing from our customers. ”



online trainings and some even hands-on sessions, as soon as the first machine is on the ground, we will be intensifying practical training to ensure everyone is fully prepared.

We have plans for the first crane to go to a customer in California. Ultimately we believe it will be received well.

The challenge is that the EVOLT is still a crane that is ahead of its time. Electrified construction equipment is new. They have many advantages, like working indoors and in places where you need quiet operation. If you have noise restrictions, this crane is really a good fit.

But the market is in a holding pattern, and it's waiting to see how these cranes operate. This is not that first cordless drill you threw away a few months after getting it. Tadano has put this crane through the paces. This is a great crane, and it was the right crane for electrification.

## HOW DO YOU CHARACTERIZE THE AT MARKET IN NORTH AMERICA?

While the market for ATs is starting to rebound, the overall market is in flux. People are still waiting to see how the economic situation plays out.

We are seeing demand pick up. Some of the larger ATs, in the larger tonnage classes, slowed down and the market was sitting on quite a bit of inventory. But our market is picking up, and I'm more and more optimistic about ATs. We will be a strong player in this market, and we have some exciting things around the corner.

## I UNDERSTAND THAT YOU WILL BE TAKING A LEAD ROLE IN TADANO'S GLOBAL CRAWLER CRANE STRATEGY. WHAT DOES THIS INVOLVE?

Tadano purchased the Demag business in 2019, and initially, my job was to integrate the Demag business into the Tadano business. We had two AT lines, and we merged those. But Tadano had never had a lattice boom crawler.

As a former Terex employee, I would say that Terex didn't invest enough time and money into the lattice boom crawler line. I know the market is wondering what we are going to do in the crawler market.

It appears we have a great product and that we haven't given it as much attention as we should. But actually, we are now coming up for air, and we are giving this product line a lot of attention. There is a lot of opportunity in this space.

I can't really say a lot but we are coming. We have sat on the sidelines for a time, but look out. You are going to see a bigger,



Tadano President and CEO Toshiaki Ujiie and Pan America President and CEO Dean Barley at the Kozai manufacturing plant in Takamatsu, Japan in July 2024.

stronger focus in the coming months.

All I can say is watch this space.

## BAUMA IS COMING UP. WHAT CAN YOU SAY ABOUT NEW PRODUCT DEVELOPMENT?

We are not going to disclose much ahead of time because we have some really big surprises in store. As a company, we put a lot of focus on product development and technology. The right technology can make our customers smarter and more efficient, and make more money at the end of the day.

Suffice it to say, some big things are coming from Tadano.

## WHAT ARE YOUR NEW YEAR'S RESOLUTIONS, FOR WORK AND PERSONALLY?

Out of all your questions, this one was the toughest. From a business perspective, we have several resolutions. One of them is to delight our customers with our products and provide a focus on technology that will drive their success internally and externally. We will do more to build on that.

As I said, we have had huge growth in Pan America. In the third quarter of 2024, North America was clearly the largest business unit. You can only get so big without investing in your team. So, for me, one of my resolutions is to invest in

“ We are not going to disclose much ahead of time because we have some really big surprises in store. ”

additional talent in North America.

Another resolution is a commitment to our new Tadano family members. We announced three acquisitions this year, and my resolution is to make these businesses, these employees, feel like they are part of the Tadano family, quickly.

And finally, personally, I plan to relax a little more. For those who know me, I don't sleep a lot. But my commitment to myself is to sleep a little more and make a little more time for downtime. I love to work, but I also love my family. I want to spend more time with my family.

I used to be a bit more spontaneous. I want to get back to that. A few weeks ago, I gathered up the family's passports and booked tickets for us all to go away over Thanksgiving. I plan to do more of that. ■





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Mobile crane outrigger pads and mats are composed of many different materials and constructions.

# Products and solutions

**T**here are many different materials and constructions when choosing supporting materials. However, the materials used can be categorized into three primary categories: metals, wood and synthetics.

## Metals

Metal supporting materials are commonly constructed of steel or aluminum. There are many different grades of metals available. The metal and geometry should be chosen based on the specific use to ensure adequate strength and effectively distribute the intended load. Metal supporting materials can be constructed using plate connecting multiple members together, or other geometry as designed by a manufacturer or engineer. Engineered drawings, calculations and load distribution capabilities should be provided by the manufacturer or the designer of metal supporting materials.

Steel can be used in heavy duty applications where a high distribution ratio is required.

Aluminum is not as susceptible to saltwater corrosion as steel. In most cases, aluminum is lighter per square foot than steel but will deflect at a rate 3 times the deflection of steel based on its modulus of elasticity.

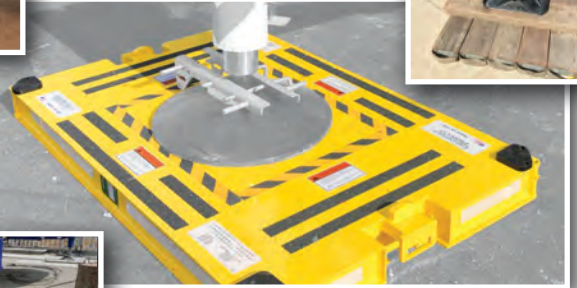
Steel and aluminum supporting materials can be used in multi-layer applications (stacking) or as a transition layer. Avoid stacking metal on metal without considering the potential for sliding.

## Woods

The most common wood types used are timbers and plywood. It is critical to know the species of wood from which the supporting material is made as each wood species has specific properties.



Supporting material selection is based on many factors including magnitude of the outrigger load, supporting surface, geotechnical considerations, ease of deployment, durability, access, cost and available real estate.



Hardwood species are the predominant material used

for timbers; however, some softwoods have strength and stiffness properties similar to hardwood. Care should be taken when specifying softwood species.

Timber supporting materials may be constructed using different sizes and thicknesses. Timbers can be used individually by placing them tightly together or multiple timbers bolted together into an assembly. A transition layer is necessary to transfer load to timbers not in direct contact with the outrigger float.

Laminated supporting materials are made of common products such as plywood and dimensional lumber. Both types typically have many members and multiple layers to give the desired strength.

## Synthetics

Synthetic supporting materials are manufactured from a variety of materials. Synthetic materials used in the market today are typically polyethylene, fiber reinforced polymers (FRP), or other custom-blended polymers. Most synthetics are highly resistant to degradation and generally are not susceptible to rot, decay, rust, decomposition, splitting, tearing, splintering or water absorption.

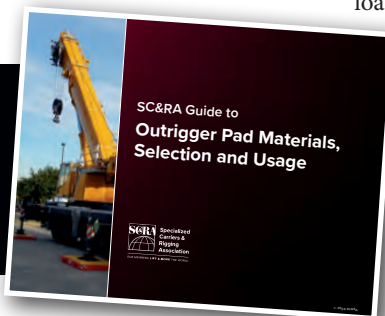
Due to their engineered nature, close dimensional tolerances can be held. However, material properties may not be readily available because of the proprietary nature of synthetics and the complex structures that can be created. Manufacturer support and rating information typically need to be relied on by the user.

## Selection criteria

The selection of an appropriate supporting material should be based on many factors including magnitude of the outrigger load to be carried, the supporting surface, local or regional geotechnical considerations, ease of deployment, durability, access, cost and available real estate.

Although there are only a few categories of construction materials, it is important to consider the material strength and stiffness within each category.

**EXCLUSIVE:** This article is an excerpt from Section 3 of the SC&RA Guide to Outrigger Pad Materials, Selection and Usage. SC&RA members may access the full section/guide by logging into the Members Only Resources of the SC&RA website at [scranet.org](http://scranet.org). For information on this guide please send an email to [info@scranet.org](mailto:info@scranet.org).





**C**onstruction activity took off during the pandemic, particularly the housebuilding sector where the stimulus of low interest rates and direct injections of cash from job protection schemes encouraged individuals to move to bigger properties or renovate their homes. More recently, the CHIPS Act has driven a boom in the construction of factories, which in-turn moved the needle upwards on the entire non-residential building segment, while the Infrastructure Investment and Jobs Act (IIJA), Inflation Reduction Act (IRA), have given a boost to infrastructure construction.

This all shows up in data from the Census Bureau for the value of construction put in place (see chart). The steepness of the climb for residential building during the pandemic and the record highs which each of the three components of construction have reached are all striking.

### Remarkable boom

Part of the surge in value was linked to higher costs for everything from materials to labor, but even taking the inflationary effects out of the equation, it was a remarkable boom for the industry. Some 1.7 million housing permits were issued in 2021 and 1.6 were issued in 2022 – levels not seen since the mid-2000s (but which fortunately did not seem to tip over into boom and bust territory).

The interest rate rises of 2022 and 2023 which were needed to curb inflation took some of the heat out of the market, but with 1.45 million permits issued in 2023, it was still a respectable year. The run rate for 2024 to date at the time of writing pointed to about a 3 percent increase in

Crane sales continued to rise in 2024, despite a slowing growth in the construction market and falling sales of other types of construction equipment.

# Bucking the trend

permits for the year – around 1.5 million – which would again be a good volume.

One of the reasons for this is that there is still a lot of ground to make up following the abnormal low in housebuilding which was seen from about 2008 to 2014 in the wake of the sub-prime crisis and global financial crisis. Estimates vary, but the shortfall of housing in the U.S. is still put at 3 to 5 million units. That will be the work of many years to overcome.

As far as the current cycle is concerned, the construction markets look to be topping-out in 2024. The one-off boosts that have been apparent from the various policies of the pandemic era look to have run their course, while residential

construction is healthy, but probably as high as it is going to get. There may be a little more upward movement as interest rates come down over the next 12 to 18 months, but this is against the backdrop of a somewhat weak economic outlook in terms of GDP growth.

### Election uncertainty

The other factor over the last year has been uncertainty in the run-up to the election. It was clear in 2016 that many buying decisions were put off until after the election, which gave clarity to the country's policy direction for the next four years. That was clearly the case over the course of 2024 in what was,

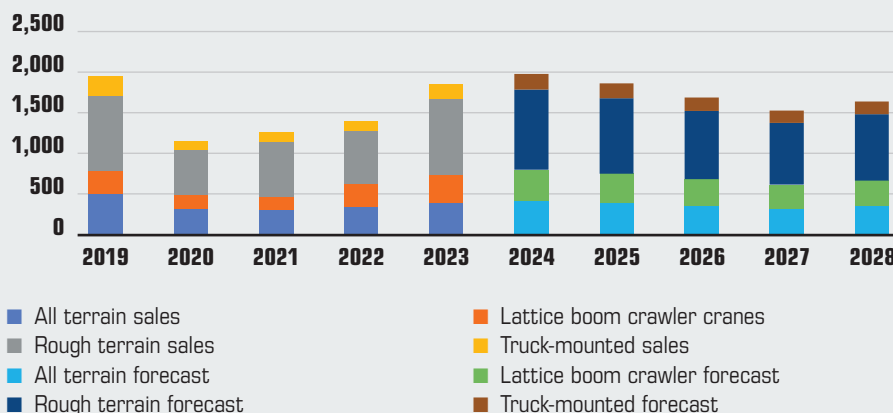


### THE AUTHOR

**Chris Sleight** is recognized as one of the world's leading authorities on global construction equipment markets. He holds an honors degree in civil engineering,

and since joining KHL Group in 1997, has edited two of the world's leading magazines for the industry – *International Construction* and *Construction Europe*. Following KHL's acquisition of Off-Highway Research in June 2015, Sleight transferred to the market intelligence, forecasting and management consultancy business. He assumed the role of Managing Director of the business unit in 2018.

### Historic and forecast mobile crane sales in North America







Specialist forecaster Off-Highway Research was expecting about 7 percent growth in crane sales in North America in 2024.

even by the standards of recent election campaigns, something of an unusual and unpredictable chain of events.

The combination of high interest rates and uncertainty ahead of the results certainly took its toll on the higher volume end of the construction equipment market, with sales of earthmoving, compact and off-road materials handling equipment falling around 10 percent over the course of 2024.

This has to be seen against the context of the sensational years of 2021 to 2023, when three consecutive records were set for annual sales of construction equipment. The fall in 2024 was therefore a return to normal (although still with high sales volumes) after an unsustainable boom during the pandemic.

### Sustained growth

In contrast, the market for mobile cranes (all-terrain, rough terrain, truck and crawler cranes) in North America continued to grow in 2024. Specialist forecaster Off-Highway Research was expecting about 7 percent growth in sales for the year.

Mobile crane sales bucked the trend

in the wider equipment market for several reasons. First, the high volume construction equipment types such as mini excavators and compact tracked loaders are particularly affected by housebuilding activity, which had something of a reset over 2023 and 2024. There was also some saturation in the market for these machine types following the boom years of the pandemic.

In contrast, crane sales are more closely linked to infrastructure and non-residential building, which continued to rise in 2024.

A second factor is that it took the mobile crane industry a long time to get over the supply chain constraints of the pandemic years. Whereas sales of high volume construction machines soared to a series of record highs in the early 2020s, it was only in 2024 that sales of mobile cranes came back to their pre-Covid levels. It seems likely that 2024 will prove to be the high water mark for crane sales in the current cycle. A modest decline can be expected in 2025 against a backdrop of fairly mediocre economic growth and construction markets that have topped-out.

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# Boss lifters

**ACT** ranks the largest cranes in the world by capacity.

**M**ega loads require the work of mega cranes. Interestingly, the market for cranes that lift 2,000 tons and greater is growing worldwide. Specialty lifting and rigging companies Deep South Crane & Rigging, Lampson International, Mammoet and Sarens, plus crane manufacturers Liebherr, Manitowoc and Tadano, all participate in this market. Other companies are interested in this market.

Just a handful of cranes in the world, about 20 models, can lift 2,000-tons and above mega loads. Sarens is a leading player in this arena, according to Kleopatra Kyrimi, group marketing and communications manager.

“The market for mega cranes is characterized by its demand for highly specialized, large-scale lifting equipment that can handle the ever-increasing size and weight of project cargo,” she said. “These include components such as jackets, transformers and modules, particularly in industries like renewable energy, heavy infrastructure and industrial projects.”

Sarens is positioning itself as a leader

in this market with its Sarens Giant Crane (SGC) family, which is designed for versatility, sustainability (electric operation) and efficiency, Kyrimi said.

“The market is competitive, with Sarens maintaining a strong focus on enhancing its fleet while staying aware of industry advancements,” she said.

## High profile projects

Sarens’ mega cranes are currently engaged in several high-profile projects. The SGC-120 is operating in Rotterdam, Netherlands, while the SGC-140 is currently working in the Middle East. It’s next assignment is in Brooklyn, NY for a Vestas renewable energy project. The Sarens SGC-250 has been deployed at the Hinkley Point C nuclear power project in England. This is a major ongoing construction site, and the SGC-250 has performed several historic lifts. Sarens SGC-90 was recently used in Paris to replace century-old railway bridge sections. It’s next stop is a job in Vietnam.

“These projects showcase the cranes’ capabilities across various sectors, from infrastructure to renewable energy



**Sarens’ SGC-250 works in Newcastle, UK.**

and nuclear power,” Kyrimi said. “As projects demand more powerful and efficient lifting solutions, Sarens is well-positioned to lead with its advanced fleet and commitment to innovation. The

BY MANUFACTURER

MANUFACTURER	MODEL	MAXIMUM LOAD (T)	LOAD AT MAXIMUM RADIUS (T@M)	MAXIMUM HOOK HEIGHT (M)	BOOM LENGTH MINIMUM/MAXIMUM (M/M)	CAPACITY METRIC TONS	CAPACITY US TONS
Deep South	VersaCrane TC 36000/2	2,721	1,044 @ 55	228	88.3	2,721	3,000
HLCC*	LRC 7500	6,820	390 @ 203	220 (with fixed jib)	91/270	6,820	7,500
HLCC*	LRC 7500	6,820	545 @ 203	220 (with fixed jib)	91/270	6,820	7,500
Lampson	LTL-2600	2,358	208 @ 140.2	142.3	67/140.2	2,358	2,600
Lampson	LTL-3000	2,721	279 @ 140.2	142.3	67/140.2	2,680	3,000
Liebherr	LR 12500-1.0	2,500		200	60/162	2,500	2,750
Liebherr	LR 13000	3,000	29@ 200	236	60/144	3,000	3,300
Mammoet	Focus30	2,500	150 @ 110	141	66/132	2,500	2,755
Mammoet	MSG80-DS	3,100	230 @ 120	142	50/142	3,100	3,420
Mammoet	PTC150-DS	4,500	265 @ 180	208	83/206	4,500	5,000
Mammoet	PTC210-DS	4,500	305 @ 200	248	83/246	4,500	5,000
Mammoet	SK190	4,300	245 @ 196	213	89/242	4,300	4,740
Mammoet	SK350	5,000	355 @ 225	231	89/242	5,000	5,511
Mammoet	SK6,000	6,000	701 @ 207	267	127/271	6,000	6,613
Manitowoc	31000	2,300	80.1 @ 130	154.6	55/150	2,300	2,535
Sarens	SGC-90	2,325	225 @ 180	180	100/130	2,325	2,563
Sarens	SGC-140	3,200	228 @ 200	210	88.9/130	3,200	3,527
Sarens	SGC-120	3,200	150 @ 200	210	88.9/118/130	3,200	3,527
Sarens	SGC-250	5,000	305 @ 265	235	118/160	5,000	5,511
Tadano	CC 88.3200-1	3,200	123 @ 129	222	54/234	3,197	3,525

\*a division of Buckner Heavy Lift Cranes and Van Es Group





company's ability to adapt its cranes for diverse and challenging environments, coupled with the focus on sustainability and efficiency, ensures its relevance in meeting future market demands."

## Huge investment

Mammoet has also invested a lot of time, energy and money into the mega crane market. The company's SK6000, the world's strongest land-based crane, has been tested for fully electric operation and now offers zero-emission capability, the company said. The SK6000 can operate directly from grid power, or at sites without power network access or with supply stability issues, via batteries or hydrogen generators.

Testing was carried out using two 600kWh battery boxes from power supply specialist Bredenoord, connected in series to deliver 1,200kWh, which is about the same output as 20 electric cars.

"Thanks to this test we can now say that the SK6000 operates fully zero-emissions on-site," said Mammoet's Global Sustainability advisor Niek Bezuijen.

Mammoet said the project was partially funded by the Subsidieregeling Schoon en Emissieloos Bouwmaterieel in the Netherlands, a research and demonstration fund to develop zero-emission initiatives at construction sites.

Byron "B.J." Brown, design engineer of Deep South's VersaCrane, said the mega crane market continues to support Deep South's long-term investment into this segment of the industry.

"Our largest cranes have continued to be utilized by our clients since their entrance onto the market," said Brown.

He said the VersaCrane design is always being tweaked.



The Mammoet PTC35 lifts a steam generator at Bruce Power, Ontario, Canada.

"New configurations and capabilities are a hallmark of our VersaCrane fleet," Brown said. "The Deep South engineering team is constantly working on functional improvements and load chart optimization to maintain our status as a leader in the industry."

Brown said the VersaCrane was born out of the necessity to support ever larger infrastructure projects and facility design.

"Deep South's forward-thinking spirit is deeply embedded into the company's culture and was evident nearly 30 years ago in the making of the first VersaCrane," Brown said. "By the late 1980s, demand for high-capacity cranes exceeding 1,000 tons began to increase, so company representatives found equipment from manufacturers across the Atlantic."

## Design challenges

But most European cranes were heavy and did not meet highway transportation and other restrictions in the U.S.

The first 1,500-ton VersaCrane TC-24000 was completed in 1993.

Specifically made to work in petrochemical facilities and other areas with restricted space, this crane is still "a technological marvel in the crane and rigging world," Brown said.

Today's mega crane designs must meet a host of challenges that include ease of transport, working in confined spaces and low ground bearing pressures.

The companies that produce mega cranes understand that each project requires specific crane modifications and configurations.

BY CAPACITY

MANUFACTURER	MODEL	MAXIMUM LOAD (T)	LOAD AT MAXIMUM RADIUS (T@M)	MAXIMUM HOOK HEIGHT (M)
Manitowoc	31000	2,300	2,535	228
Sarens	SGC-90	2,325	2,563	220 (with fixed jib)
Lampson	LTL-2600	2,358	2,600	220 (with fixed jib)
Liebherr	LR 12500-1.0	2,500	2,750	142.3
Mammoet	Focus30	2,500	2,755	142.3
Deep South	VersaCrane TC 36000/2	2,721	3,000	200
Lampson	LTL-3000	2,680	3,000	236
Liebherr	LR 13000	3,000	3,300	141
Mammoet	MSG80-DS	3,100	3,420	142
Tadano	CC 88.3200-1	3,197	3,525	208
Sarens	SGC-140	3,200	3,527	248
Sarens	SGC-120	3,200	3,527	213
Mammoet	SK190	4,300	4,740	231
Mammoet	PTC150-DS	4,500	5,000	267
Mammoet	PTC210-DS	4,500	5,000	154.6
Mammoet	SK350	5,000	5,511	180
Sarens	SGC-250	5,000	5,511	210
Mammoet	SK6000	6,000	6,613	210
HLCC*	LRC 7500	6,820	7,500	235
HLCC*	LRC 7500	6,820	7,500	222



# Talent pipeline

In a bold move to inspire and attract the next generation of crane professionals, the NCCCO Foundation launched My Crane Career in September 2024 – its most ambitious initiative yet. Designed as a comprehensive resource hub, the My Crane Career website offers tools, information and interactive content to guide aspiring workers and support industry recruitment efforts. From career path insights and hands-on quizzes to inspiring videos and ready-to-share social media content, this new platform is shaping the future workforce of the crane and rigging industry one visitor at a time.

## Inspiring new workers

The new website is designed to be a resource for those seeking to learn more about careers in the crane industry and a tool for industry companies to use in their recruitment efforts. Examples of the free resources available at MyCraneCareer.org include:

- **THE CRANE CAREER PATH:** An interactive chart providing common career paths to a variety of careers in the crane industry.
- **CRANE ROLES AND DESCRIPTIONS:** Learn about typical duties, salary ranges, required training and general job descriptions for 19 exciting careers.

CCO Foundation's latest initiative, My Crane Career, is designed to attract the next generation of the crane and rigging sector.

- **INTERACTIVE QUIZ:** Take a short quiz focused on many key aspects of working in the crane industry to see if a crane career is right for you.
- **INSPIRING AND EDUCATIONAL VIDEOS:** Watch and share quick and interesting crane industry focused videos with real crane operators, riggers and signalpersons talking about why they love their jobs and the awesome world of cranes.
- **SOCIAL MEDIA:** Access premade posts to use on social media to promote the benefits of a crane career.
- **SCHOLARSHIPS:** Links to organizations providing scholarships for crane training.
- **WHY CRANES?** Learn the top 10 reasons to start a crane career. Industry stakeholders can access a "toolkit" webpage containing these

>27



**Recruiting the wrong person for a skilled role at a construction jobsite can create long-term challenges, including high turnover, increased training costs and project delays.**

## Hiring and retaining workforce

Labor shortages and high turnover continue to challenge the construction industry. Organizational development expert Dr. Larry Kockelenberg emphasizes that hiring the right candidates is key to reducing turnover and improving project outcomes.

In the free e-book *Hiring and Retaining Good Employees*, he highlights strategies such as identifying the traits of successful workers, implementing targeted hiring processes and leveraging employee-driven referral programs.

To address talent shortages, Kockelenberg stresses strategies for proactive outreach through internships, partnerships with community colleges, shadowing programs and mentoring. An example is the Department of Defense SkillBridge program for transitioning service members to private sector careers.

While AGC's 2024 Workforce Survey revealed that 94 percent of contractors face difficulties filling skilled roles, Kockelenberg underscored the importance



A student attendee at the Future Farmers of America (FFA) Convention sees what it's like to operate a crane using virtual reality.

of training and developing candidates who may lack direct experience, ensuring they grow into valuable long-term employees.

Retention, he said, hinges on competitive pay, growth opportunities and meaningful training.

"Companies must invest in their workforce beyond compliance, demonstrating employees' value and role in the company's future," he said. "By maintaining continuous recruitment efforts and fostering strong workplace environments, construction firms can build stable, skilled teams ready to meet today's demands and drive long-term success."

COMPANY	WEBSITE
<b>A1A Software</b>	<a href="http://www.a1asoftware.com/training">www.a1asoftware.com/training</a>
<b>ACRA Enterprises</b>	<a href="http://www.acratech.com">www.acratech.com</a>
<b>All Crane Training USA</b>	<a href="http://http://actuinc.com">http://actuinc.com</a>
<b>All Test &amp; Inspection</b>	<a href="http://www.alltest.com">www.alltest.com</a>
<b>American Crane Training &amp; Consulting</b>	<a href="http://www.americancranetraining.com">www.americancranetraining.com</a>
<b>American International Crane Bureau – AICB</b>	<a href="http://www.cranebureau.com">www.cranebureau.com</a>
<b>American Test Center</b>	<a href="http://www.atctest.com">www.atctest.com</a>
<b>Apprenticeship &amp; Skill Improvement Program</b>	<a href="http://www.asipocal150.org">www.asipocal150.org</a>
<b>Arxcis</b>	<a href="http://www.arxcis.com">www.arxcis.com</a>
<b>Associated Training Services</b>	<a href="http://www.operator-school.com">www.operator-school.com</a>
<b>Atlantic Crane Inspections Service</b>	<a href="http://www.atlanticcrane.com">www.atlanticcrane.com</a>
<b>Barth Crane Inspections</b>	<a href="http://www.craneoperator.com">www.craneoperator.com</a>
<b>BC Association for Crane Safety</b>	<a href="http://www.bcacs.ca">www.bcacs.ca</a>
<b>California Crane School</b>	<a href="http://www.californiacraneschool.com">www.californiacraneschool.com</a>
<b>Cairo Marine Service</b>	<a href="http://www.cairomarineservice.com">www.cairomarineservice.com</a>
<b>CH C&amp;R Consultants</b>	<a href="http://www.chcrane.com">www.chcrane.com</a>
<b>CM Crane &amp; Training Services</b>	<a href="http://www.cmcrane.net">www.cmcrane.net</a>
<b>CM Labs Simulations</b>	<a href="http://www.cmworks.com/training">www.cmworks.com/training</a>
<b>Columbus McKinnon Training</b>	<a href="http://www.cm-labs.com">www.cm-labs.com</a>
<b>Construction Safety Experts</b>	<a href="http://www.safety-xperts.com">www.safety-xperts.com</a>
<b>Crane Certification Services</b>	<a href="http://www.cranecert.com">www.cranecert.com</a>
<b>Crane Industry Services</b>	<a href="http://www.centeredonsafety.com">www.centeredonsafety.com</a>
<b>Crane Inspection &amp; Certification Bureau (CICB)</b>	<a href="http://www.cicb.com">www.cicb.com</a>
<b>Crane Inspection Services</b>	<a href="http://www.craneinspection.com">www.craneinspection.com</a>
<b>Crane Institute Certification</b>	<a href="http://www.cicert.com">www.cicert.com</a>
<b>Crane Institute of America</b>	<a href="http://www.craneninstitute.com">www.craneninstitute.com</a>
<b>Crane Operators Certification and Inspections</b>	<a href="http://www.cociinc.com">www.cociinc.com</a>
<b>Cranes 101</b>	<a href="http://www.cranes101.com">www.cranes101.com</a>
<b>Crane Safety Associates of America</b>	<a href="http://www.cranesafetyassociates.com">www.cranesafetyassociates.com</a>
<b>Crane Tech</b>	<a href="http://www.cranetech.com">www.cranetech.com</a>
<b>Crane U</b>	<a href="http://www.craneu.com">www.craneu.com</a>
<b>Crane Wise Certifications</b>	<a href="http://www.cranewisellc.com">www.cranewisellc.com</a>
<b>Cranecoach</b>	<a href="http://www.cranecoach.com">www.cranecoach.com</a>
<b>Crawford Custom Consulting</b>	<a href="http://www.crawfordcustom.com">www.crawfordcustom.com</a>
<b>Crews Crane Training International</b>	<a href="http://www.cranetraining.com">www.cranetraining.com</a>
<b>Domson Engineering &amp; Inspection</b>	<a href="http://www.domson.ca">www.domson.ca</a>
<b>ehs International</b>	<a href="http://www.ehsinc.org">www.ehsinc.org</a>
<b>Equipment Safety Services</b>	<a href="http://www.maxboom.com">www.maxboom.com</a>
<b>Equipment Training Solutions</b>	<a href="http://www.equipmenttrainingsolutions.com">www.equipmenttrainingsolutions.com</a>
<b>Falck Safety Services</b>	<a href="http://www.falck.com">www.falck.com</a>
<b>Global Crane &amp; Rigging Certification</b>	<a href="http://www.globalcrane.com">www.globalcrane.com</a>
<b>Global Environment Network</b>	<a href="http://www.My-DVBE.com">www.My-DVBE.com</a>
<b>Hite Services Limited</b>	<a href="http://www.hiteservices.com">www.hiteservices.com</a>
<b>Industrial Training International (an Interplay Company)</b>	<a href="http://www.iti.com">www.iti.com</a>
<b>Industrial Training Solutions</b>	<a href="http://www.industrial-training-solutions.com">www.industrial-training-solutions.com</a>
<b>Industry Training Authority</b>	<a href="http://www.itabc.ca">www.itabc.ca</a>
<b>Institute for Safety and Health Management</b>	<a href="http://www.ishm.org">www.ishm.org</a>
<b>International Training &amp; Safety</b>	<a href="http://www.trainmesafe.com">www.trainmesafe.com</a>
<b>Ironworkers International Union</b>	<a href="http://www.ironworkers.org">www.ironworkers.org</a>
<b>IPT Publishing &amp; Training</b>	<a href="http://www.iptbooks.com">www.iptbooks.com</a>
<b>KC Training Technology</b>	<a href="http://www.kctrainingtechnology.com">www.kctrainingtechnology.com</a>
<b>Kissimmee Crane School</b>	<a href="http://www.kisscranes.com">www.kisscranes.com</a>
<b>Lift-It Manufacturing Company</b>	<a href="http://www.lift-it.com">www.lift-it.com</a>
<b>Morrow Training Center</b>	<a href="http://www.morrow.com">www.morrow.com</a>
<b>National Commission for the Certification of Crane Operators (NCCCO)</b>	<a href="http://www.nccco.org">www.nccco.org</a>
<b>National Crane Inspection</b>	<a href="http://www.nationalcraneinsp.com">www.nationalcraneinsp.com</a>
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<b>NCCER</b>	<a href="http://www.nccer.org">www.nccer.org</a>
<b>North American Crane Bureau</b>	<a href="http://www.cranesafe.com">www.cranesafe.com</a>
<b>Occupational Safety Training Systems Inc.</b>	<a href="http://www.ostsinc.com">www.ostsinc.com</a>
<b>Operating Eng. Training Institute</b>	<a href="http://www.oetio.com">www.oetio.com</a>
<b>Operator Network</b>	<a href="http://www.operatornetwork.com">www.operatornetwork.com</a>
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Phoenix Crane's Ed Bullmer and Williams Enterprises' Katy Williams volunteer at the crane industry booth at Skills USA.

and other resources in one location at [www.mycranecareer.org/toolkit](http://www.mycranecareer.org/toolkit).

Under the My Crane Career brand, a new Facebook and Instagram account were also launched to assist in raising public awareness about crane careers through social media. The NCCCO Foundation piloted a targeted paid media campaign in December 2024 to drive people searching for a new career to the website and begin to understand what types of messages best resonate with the job seeking public.

### Partnering up

The NCCCO Foundation took its show on the road working with the Specialized Carriers and Rigging Foundation (SC&RF) under a new alliance between the two organizations to connect with the future generation of the crane industry. The two Foundations teamed up at two large conferences, Skills USA and Future Farmers of America.

"Both Foundations exhibited together at these conferences with a focus on sharing information with the young student attendees and their instructors about the many exciting opportunities in the crane and rigging industry, as well as providing the hands-on experience of a crane simulator," said T.J. Cantwell, executive director of the NCCCO Foundation. "Due to the positive feedback from these events, additional exhibiting and outreach activities are being considered by both organizations."

COMPANY	WEBSITE
Professional Service & Repair	<a href="http://www.psrinc.biz">www.psrinc.biz</a>
Quad City Testing Laboratory	<a href="http://www.testlab1.com">www.testlab1.com</a>
RHTC	<a href="http://www.rhtcinc.com">www.rhtcinc.com</a>
Rigging Institute	<a href="http://www.rigginginstitute.com">www.rigginginstitute.com</a>
R Spec Crane Inspectors	<a href="http://www.cranedecals.com">www.cranedecals.com</a>
Safety Provisions	<a href="http://www.hardhattraining.com">www.hardhattraining.com</a>
Safety Resources Unlimited	<a href="http://www.sruinc.org">www.sruinc.org</a>
Stephenson Equipment	<a href="http://www.stephensorequipment.com">www.stephensorequipment.com</a>
The Center for Construction Research and Training	<a href="http://www.cpwr.com">www.cpwr.com</a>
The Crane School	<a href="http://www.thecraneschool.com">www.thecraneschool.com</a>
The Safety Zone	<a href="http://www.safety-zone.com">www.safety-zone.com</a>
Total Crane Services	<a href="http://www.totalcraneservices.com">www.totalcraneservices.com</a>
Tower Crane Inspection Bureau	<a href="http://www.towercraneinspection.com">www.towercraneinspection.com</a>
Tower Crane School of Phoenix	<a href="http://www.towercraneschool.com">www.towercraneschool.com</a>
TSC Training Academy	<a href="http://www.tsctrainingacademy.com">www.tsctrainingacademy.com</a>
Turner Safety	<a href="http://www.steveturnersafety.com">www.steveturnersafety.com</a>
West Coast Training	<a href="http://www.heavyequipmenttraining.com">www.heavyequipmenttraining.com</a>
Working Class Heroes Safety	<a href="http://www.wchcranesafety.com">www.wchcranesafety.com</a>

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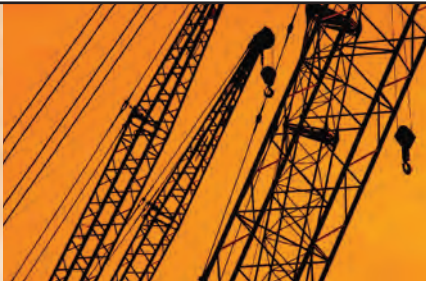


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# Bridging the gap

Recapping the efforts of the Workforce Ambassador Program winners thus far.

In 2024, the Specialized Carriers & Rigging Foundation (SC&RF) celebrated the inaugural winners of its Workforce Ambassador Program, which launched in April 2023. The program, aiming to engage 150 companies by 2026, is designed to raise industry awareness at local and state levels. Participating companies demonstrate their commitment to community engagement through activities like field trips, classroom visits and career days. 2024's winners exemplify this mission, collectively impacting thousands of schools and more than 40 communities. SC&RF views such grassroots involvement as the foundational step in addressing the skilled-labor gap.

## Winners by category

Steffan Industries, based in McKeesport, PA, earned recognition in the "Small Company" category. Actively participating in elementary school career days, Steffan's team visits schools within their local district, where many employees and the owner reside. These visits build continuity with students, who eagerly recall lessons from previous interactions.

"Sparking a young person's interest in any trade is complex to begin with," said Sandy Steffan, vice president, Steffan Industries. "Students have immediate



Steffan Industries visits schools within their local district to build continuity with students.

Students are treated to hands-on learning to familiarize themselves with the industry.

access to information on their devices, so they're able to quickly immerse themselves in whatever interests them. Like any first impression, you only have one chance to get it right. When I speak with students and mentees, I often focus on how to parlay your interest into future career growth.

McNally-Nimergood Company, headquartered in Saginaw, MI, was honored in the "Medium Company" category. The company introduces students from kindergarten through high school to the crane industry through field trips that provide a hands-on understanding of career possibilities. Additionally, the company supports local Career Technical Education (CTE) programs by hosting high school visits to their facility and offering equipment for hands-on demonstrations. These efforts have successfully attracted motivated high school students to explore career opportunities within the company.

"Watching the awe and excitement on the faces of young children, high school

students and their parents is a powerful reminder of how unique and exciting our industry is," said Meghan McNally-Wininger, marketing director, McNally-Nimergood. "With opportunities ranging from hands-on work to creative roles like marketing, the crane industry offers a wide variety of fulfilling career paths.

In the "Large Company" category, Madison, WI-based Ideal Crane Rental received accolades for its extensive community outreach. Through touch-a-truck events and onsite visits, Ideal Crane Rental engages families and students year-round. The company's flagship initiative, Kids Building WI, reaches nearly 10,000 parents and guardians annually, introducing them to opportunities in the trades. Ideal also collaborates with programs like the WI DOT Highway Construction Skills Training Program and Madison College Construction Program, while serving on technical college advisory boards. By partnering with organizations like Operation Fresh Start, Women in Construction and WI Regional Training Partnership programs, Ideal demonstrates its commitment to making the industry accessible to all.

"Community engagement is so important for our business as it fosters relationships and empowers individuals," said Kristin Chose, director of business development, Ideal Crane Rental. "However, we also use it as an opportunity to strengthen our future workforce. From hosting a group of 20 students to working with our larger construction industry within the state to put on a one-day event that draws 10,000 people every year in May, we are always looking towards the future of our workforce. It's so important to share information about the great opportunities available in our industry."



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The “mother of all construction equipment trade shows” is back in 2025 and its planners are expecting record-breaking attendance and exhibitors. **ACT** reports.

# 2025 means bauma

**WHERE:** Messe München, Munich, Germany

**WHEN:** April 7-13, 2025

**REGISTRATION AND EXHIBITION INFORMATION:**

[www.bauma.de](http://www.bauma.de)

## 2022 final numbers

**Indoor space:** 200,000 square meters

**Exhibitors:** 3,227 from 60 countries

**Outdoor space:** 414,000 square meters

**Visitors:** 495,132

**B**uildings are going up at the ‘new’ Messe site in Munich, Germany for the next Bauma exhibition set for April 7-13, 2025. The larger exhibitors are already building their presence at the showground, with the Liebherr team constructing one of the show’s largest exhibition areas.

Bauma promises to be a show that is back to full strength after the Covid-19 pandemic forced the postponement of the show from April 2022 to October 2022. Organizer Messe München Event Director Nicole Schmitt told *Construction Briefing* (published by ACT publisher KHL Group) that she expects Bauma to be on a par with the size of the 2019 event. That year was a record for Bauma, with a total of 620,000 visitors from more than 200 countries.

Bauma 2025 has five key themes: climate neutrality, alternative drive concepts, networked construction, sustainable construction and mining challenges. Digitization and sustainability are big buzzwords, according to planners.

### Focus on research

Eleven research institutions will present innovative projects at the Bauma Science Hub. Among other things, the Technical University of Munich will present autonomous solutions for bulk goods transportation and a paving robot. The University of Duisburg-Essen will demonstrate a cable robot for precise use on construction sites, and the Technical University of Dresden will present ways to avoid accidents by using a mobile excavator that can recognize human

beings. Many other exciting projects await visitors at exhibitors’ booths, according to Messe München.

Bauma 2025 is also focusing on giving young, innovative companies the opportunity to present their ideas. Almost 50 start-ups have registered to showcase their innovations and developments, including mobile robot technologies, the development of digital twins of construction sites, alternative drive systems, ultrasonic technology in concrete production, autonomous crane solutions for digital construction sites in rough terrain as well as end-to-end and other software solutions that help companies in the office and on the construction site.

Joachim Schmid, managing director for construction equipment, plant



engineering and mining at VDMA (German machinery and equipment manufacturers association) – which supports Bauma's Innovation Hall – said the tradeshow understands the importance of start-up companies.

“Young talent and young companies are our main focus,” Schmid explained, referring to the Innovation Hall and various exhibits there. He estimated around 85 start-ups will participate in the Innovation exhibitions.

## VR goes big

Another special attraction will be the Virtual Reality Experience Zone 2025, a partnership between the Construction Future Lab (CFLab) and Messe München. The interactive exhibition will combine a museum-like character with innovative technology and shed light on key future topics in the construction industry. Interested visitors can experience demonstrations on such topics as construction robotics, alternative drive technologies, additive processes and the digitalization of machines and interfaces.

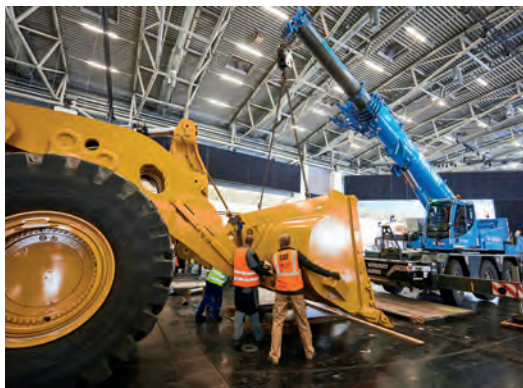
The offer is supplemented by expert interviews and multimedia content. This experience will provide visitors with comprehensive and practical insights into innovations in the industry and bring future-relevant developments to life.

In terms of the number of exhibitors Stefan Rummel, Messe München CEO, is also expecting a similar number to the 2019 event, when there were around 4,000.

Even more impressive is the area the show will occupy, somewhere in the region of 640,000 square meters, planners said. It was October 2022 when Bauma was last held, soon enough after the pandemic for it to have impacted attendance. It brought in just under



**Liebherr, among one of the largest exhibitions at Bauma, has already begun constructing its exhibit, and its equipment is assisting in other build ups.**



500,000 people and was still a vast show, dwarfing all others of its type around the world. “Many of the customers who skipped 2022 due to the pandemic will be coming back,” Schmitt said.

While some European economies – Germany's in particular – are facing headwinds, Schmitt said underlying demand for new construction machinery means exhibitors and attendees are hungry for new equipment.

How to meet new regulations governing the construction industry, particularly when it comes to limiting carbon emissions, is one of the leading topics, Schmitt said. The solution is to get the entire industry to talk to each other and form new solutions, Schmitt explained.

**In addition to cranes being a primary attraction at the giant trade show, they are also instrumental in the build-up of the huge tradeshow set for April in Munich, Germany.**

One of the largest single bodies of people to descend on Bauma next year will be around 15,000 students, who are a part of the Think Big program.

“We started that several Baumas ago,” said Schmid, adding that typically the program would bring in several hundred students by bus. This year, however, Bauma organizers decided to think bigger.

Groups will be invited to a dedicated area where machines will be on display. “They can try to drive the excavators and take part in the processes that are being done in the industry,” he continued.

## Science and business

In addition to exhibits designed for learners, Schmid noted that Bauma works closely with global universities and incorporates advancing science and technology across the exhibit spaces.

“We organize the Science Hub where universities work together with our companies [and] they provide solutions for our industry,” he said.

Schmid also highlights the Innovation Awards, which run at each Bauma and are open to all exhibiting companies.

“There is a part of the Innovation Awards designated to work processes,” he said, confirming this year's judges will have more than one category to consider. “Not just machines, but also a category for digitalization, for sustainability, [and] climate neutrality.”

To help you plan your visit to the biggest trade show of the year, look to ACT to provide coverage of the North American exhibitors at the show.

## Bauma launches regular podcast called ‘Bauma Talk’

Inspiration, ideas, innovations – these are all being discussed on Bauma Talk, a new podcast produced for the trade show. In the run-up to Bauma 2025, leading minds of the industry will be discussing a host of topics about the show, exhibitors, equipment and services. The podcast is currently monthly, but episodes will increase over time. Tune in for interviews, discussions and valuable insights about the show, according to planners Messe München. Bauma Talk can be accessed through the Bauma website at <https://bauma-talk.podigee.io> as well as through Apple and Spotify.



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# Seamless collab

Buckner HeavyLift Cranes weighed in on the development of Liebherr's LTR 1150 crawlers.

**B**uckner HeavyLift Cranes, based in Graham, NC, is set to receive some of the first Liebherr LTR 1150 units delivered to the United States. This strategic investment expands Buckner's extensive Liebherr telecrawler fleet, reinforcing its commitment to innovation and efficiency across North American markets.

The decision to add the LTR 1150 to Buckner's lineup aligns with their overall fleet strategy. Meredith Williams, chief operating officer for Buckner HeavyLift Cranes, highlighted the collaborative development process with Liebherr and the importance of customer feedback in the final product.

"For years now, Buckner has had one of the most expansive Liebherr telecrawler fleets," said Williams. "The addition of the LTR 1150 makes perfect sense within our overall fleet. The willingness of Liebherr to hear our feedback as owners of their other telecrawler models and incorporate that into the design made this new model that much more attractive."

## Market demand

As 2024 comes to a close, the market for telescopic crawlers in North America continues to grow.

"At Buckner, our telescopic crawler fleet has consistently demonstrated exceptional utilization rates," said Brian Miller, vice president of

sales for Buckner. "Initially, we invested in telescopic cranes to complement our large lattice crawlers. However, their versatility, maneuverability and lifting capacity have led them to become standalone solutions for a wide range of projects, outperforming traditional rough terrain cranes."

Buckner already has plans for the deployment of their multi-unit crane package.

"The first unit will be deployed in the wind industry, which has long been partial to the flexibility and maneuverability of the Liebherr telecrawlers," said Williams. "While we see wind projects – both new erection and repower work – as the perfect home for this first unit, we know other industries are going to enjoy the same advantages of this new model on other projects soon."

## Cooperative design

Buckner's collaboration with Liebherr on the design of the LTR 1150 played a critical role in delivering a product that meets real-world industry demands.

"We were excited but not surprised that Liebherr's design and innovation team developed a product that included critical feedback from Buckner's team and their customer base," said Kevin Long, executive vice president of crane strategy, Buckner. "By

combining the transportability of the LTR 1100 and favorable design options from the LTR 1220, Liebherr has created a mid-size telescopic crawler that should experience high utilization throughout multiple U.S. industries."

Liebherr is always interested in gathering feedback from its customer base.

"As Buckner is operating a large number of telescopic crawler cranes, it was crucial for us to receive customer feedback when it comes to required capacities and technical features of this new model," said Simon Schuster, area sales manager, Liebherr-Werk Ehingen GmbH. "With open discussion and communication, we were able to further strengthen our partnership and business relations with Buckner."

## Customer perspective

One of Buckner's customers, Takkion, is excited to use the new LTR 1150 units. Tyler Binnebose, director of construction for Takkion, emphasized the crane's role in driving project efficiencies.

"Bringing new innovative products to the field helps increase efficiencies and find new ways to tackle old problems," he said. Takkion plans to deploy the LTR 1150 on renewable energy projects, including both new construction and repowering work. Binnebose said the company will be pairing this unit with the main crane to help facilitate crane build, offloading components and tailing for the larger crawler cranes.

**“** The willingness of Liebherr to hear our feedback as owners of their other telecrawlers made this new model that much more attractive. **”**

**MEREDITH WILLIAMS, Chief Operating Officer, Buckner HeavyLift Cranes**

**Liebherr LTR 1150 telecrawler.**



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# Ranching it

Kobelco Cranes shows off its new demonstration and delivery facility to dealers and customers.

**D. Ann Shiffler** reports.

**S**everal dozen of the Kobelco Crane faithful enjoyed a day at the new \$6.5 million Kobelco “ranch” in Hockley, TX the first week of December. Designed as a crane processing, service training and demonstration experience facility, the open house was a time for food and fellowship and to learn about how Kobelco Cranes has emerged from the process of redesigning and repowering six of its G-3 model cranes.

With the new Isuzu Tier IV final engines in place in the 85-ton, 110-ton, 120-ton, 160-ton, 200-ton and 275-ton cranes, Kobelco has regained its market leader status in the up to 275-ton crawler market, according to Jack Fendrick. The company now commands about 32 percent of the smaller crawler crane market.

## Purpose built

The new Kobelco facility, which is about 20 minutes from the company’s North American headquarters in Katy, TX, was thoughtfully and purpose built. The 10,000 square foot “ranch house” sits on about 15 acres.

“Seventy-five percent



**Personnel from customer and dealer operations took part in a Kobelco Rodeo crane contest, performing maneuvers on a Kobelco CK1100G-3.**

of Kobelco cranes arrive at the Port of Freeport, Texas,” said Fendrick. “At the ranch, these cranes are sub-assembled and made ready to go directly to the customer jobsite to work. The new facility allows the room and capability for customer demonstrations and service training.”

Beyond the classroom, there’s a huge outdoor demonstration area that is being used for service training and hands-on operation of new cranes. The new “ranch house”



**Renegar-Driggers Bob Renegar and Russ Case with Cropac’s Bill Finkle (center).**



**At the new “ranch” facility, Kobelco’s Jimmy Hodges explains the Kobelco product line.**

features offices, a large-scale training room and entertainment space that features a full kitchen, a living room area with two televisions, a pool table and shuffleboard table, a bar and a barbecue grill. Fendrick envisions customers coming in to learn about their new machine and then having a little time to relax before getting on the road with the new crane in tow.

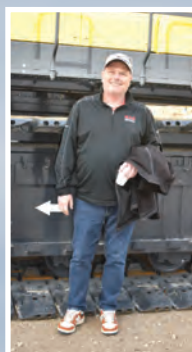
“This is a processing yard,” Fendrick said. “Kobelco’s headquarters is a short







Kobelco's top dealers and customers attended the Open House, touring the new \$6.5 million "ranch" facility located in Hockley, TX.



ALL Erections' Rick Mikut.



Cowin Equipment's Grant Weed, Don McLeod and Justin Morgan stand by their crane.



Pictured from left: Yoshihiro Seki, general manager of marketing, Kobelco Construction Machinery Japan; Sanshiro "Dale" Fujita, sales manager, Kobelco Construction Machinery Japan; Takeshi Miyashita, general manager international sales, Kobelco Construction Machinery Japan; Masayuki "Gus" Kimura, president and CEO, Kobelco Construction Machinery USA; and Shunsuke "Ben" Nogiwa, service engineer, Kobelco Construction Machinery, USA.



Customers can demo their new machines at the new "ranch" facility.

drive away with 150,000 square feet of parts and offices."

On the evening before the Open House, about 50 of Kobelco's biggest dealers gathered for a steak dinner in West Houston. Kobelco Construction Equipment President & CEO Masayuki "Gus" Kimura chatted with folks from many of the biggest names in cranes, including ALL Erection, Bigge, Cropac, Maxim Crane Works, Dielco, Kiewit and Myshak.

## Crane contest

The next day, after a presentation and a quick tour of the parts warehouses at the headquarters building in Katy, everyone trekked up to the ranch, where attendees were able to run a CK1600G-3, performing lifting and placement



More than 70 Kobelco faithful attended the opening of the 'demo ranch.'

Pictured are Mobro Marine's father-son duo John Rowland Jr. and John Rowland Sr.



maneuvers. A contest with cash prizes intrigued several attendees who then enjoyed a Kobelco-style Texas barbecue with all the trimmings. The vibe of the event was markedly optimistic.

"The Kobelco customer base is cautiously optimistic

heading into 2025," said Fendrick. "The company is looking forward to regaining and expanding its customer base.

Kobelco's engine issues created some opportunities for our competitors, and now the Kobelco team is looking forward to having the product to reengage."

One of the attendees said Kobelco has the best dealer network in the business. Fendrick fully agreed.

"We are very deliberate and committed to our dealer selection process," Fendrick said. "Our brand is based on our dealers and they must be dedicated to service and support to join the Kobelco team."





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# Road to orbit

Transporting Blue Origin's massive New Glenn rocket involved cutting-edge logistics management.



**TII's HighwayGiant is used for the transport of a heavy lift rocket booster.**

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**Towed into port by Blue Origin's ship Harvey Stone, the name of the landing platform for the New Glenn rocket is Jacklyn.**

In a post on LinkedIn, Blue Origin CEO Dave Limp said the transporter comprises two trailers connected by cradles and a strongback assembly designed in-house.

"There are 22 axles and 176 tires on this transport vehicle," Limp wrote. "It's towed by an Oshkosh M1070, a repurposed U.S. Army tank transporter with 505hp and 1,825 pound-feet of torque. Seems fitting we've named it GERT – Giant Enormous Rocket Truck. The distance between GERT's front bumper and the trailer's rear is 310 feet, about the length of a football field."

Built and integrated at Blue Origin's facility in Exploration Park, FL, the New Glenn program epitomizes efficiency. The manufacturing and launch infrastructure is centralized, with the rocket booster constructed, tested and launched within a short distance of the Kennedy Space Center. Transportation logistics for the rocket are equally innovative; its recoverable first stage is designed to be refurbished and reused for multiple launches.

At press time, New Glenn was approaching its inaugural flight in late December 2024. The rocket's first mission, NG-1, will carry Blue Origin's Blue Ring Pathfinder payload and will serve as a certification flight for the National Security Space Launch program. ■

Origin, the initiative addresses two of the most difficult challenges in spaceflight today:

growing space infrastructure and the need for increased mobility in space.

Tasked with the out-of-this-world transport was TII Scheuerle's HighwayGiant. The HighwayGiant is a dual-lane trailer engineered for the transport of exceptionally heavy loads, such as Blue Origin's New Glenn rocket booster. The trailer features an integrated folding mechanism that allows it to be compacted for permit-free empty travel, reducing time and mobilization costs. Its modular design accommodates various vehicle widths,

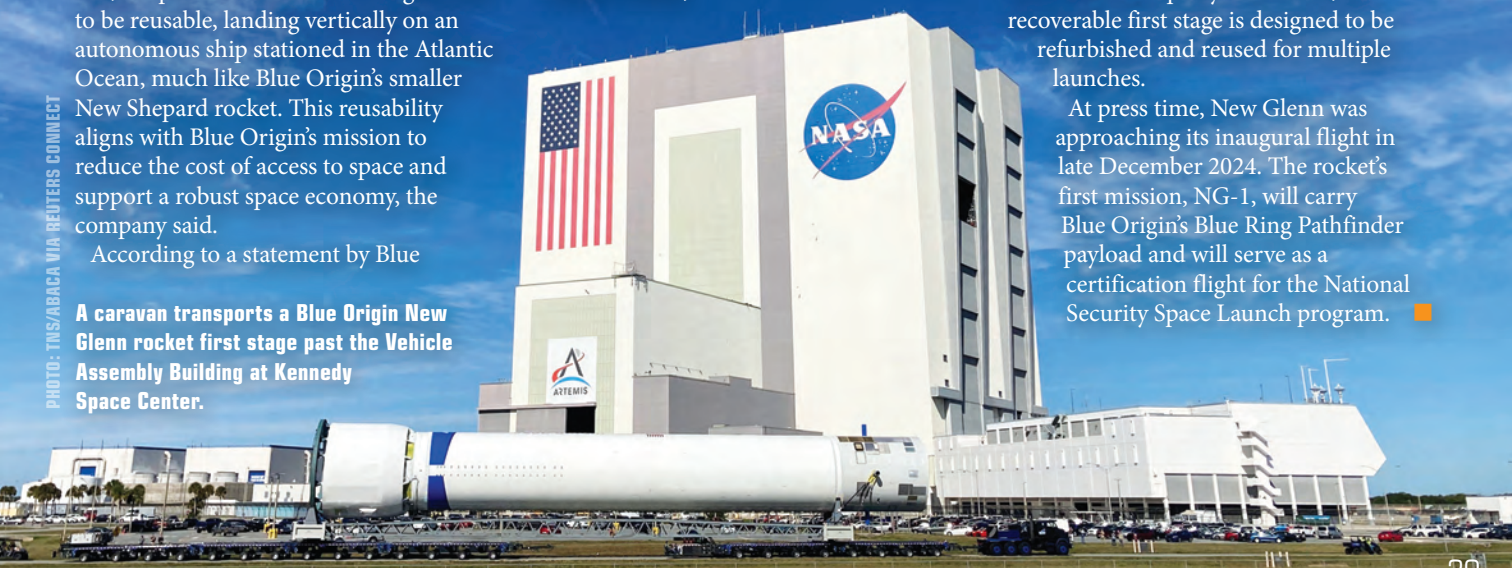
**B**lue Origin's New Glenn rocket represents a significant leap forward in reusable heavy-lift launch technology. Named after astronaut John Glenn, this two-stage rocket is designed to transport a wide range of payloads into low Earth orbit, geostationary transfer orbit and beyond. The private space company was founded by Jeff Bezos and is in direct competition with Elon Musk's SpaceX program.

The rocket's first stage is powered by seven BE-4 engines, each producing 550,000 pounds of thrust. It is engineered to be reusable, landing vertically on an autonomous ship stationed in the Atlantic Ocean, much like Blue Origin's smaller New Shepard rocket. This reusability aligns with Blue Origin's mission to reduce the cost of access to space and support a robust space economy, the company said.

According to a statement by Blue

**A caravan transports a Blue Origin New Glenn rocket first stage past the Vehicle Assembly Building at Kennedy Space Center.**

PHOTO: TMS/ABACA VIA REUTERS CONNECT





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**Joel Dandrea** discusses  
what construction  
contractors need to know.

# Navigating new immigration policies

**W**ith the start of a new year, and a new administration preparing to take office, the construction industry is bracing for potential changes in immigration enforcement. President-elect Donald Trump's pledge to ramp up deportations has left many contractors wondering how these shifts could affect their workforce and operations. While details remain unclear, experts stress the importance of preparation.

To that end, planning for possible policy changes starts with ensuring compliance. Employers are encouraged to conduct internal audits of their I-9 forms, which verify employee eligibility to work in the

U.S. This proactive measure helps identify and address discrepancies before they become larger issues.

The process is straightforward: Collect all existing I-9 forms; ensure every employee has a completed form on file; correct minor errors or, for major issues, issue new forms; and review I-9s for terminated employees to ensure compliance with record-keeping laws.

While necessary, these audits require careful handling, however, as repeated checks can disrupt workers and, in some cases, lead to unintended terminations, even among those with valid work authorization. Employers should also approach reverification cautiously, as doing so without clear justification could risk being seen as discriminatory.

or helping unauthorized workers evade enforcement.

As for how you navigate such disruptions, a well-crafted "Rapid Raid Response Plan" can help contractors respond effectively to all manner of workplace investigations. This includes training key staff on legal compliance and best practices during an ICE visit. For instance, video documentation of raids may protect employers and workers in potential legal proceedings.

Additionally, consider the broader impact of heightened scrutiny. Fear in the workplace discourages employees from reporting safety hazards or voicing concerns. This reluctance can compromise not just individual workers but entire teams, making it critical for contractors to foster a supportive environment. Effective communication should be part of your due-diligence effort.

## Key actions

Increased workplace enforcement is another potential concern. Past administrations have targeted industries like manufacturing and food processing. While it's unclear if construction will be a focus this time, contractors are advised to prepare for visits – both announced and unannounced – by Immigration and Customs Enforcement (ICE) or Homeland Security Investigations (HSI).

According to the National Immigration Law Center, ICE agents may come to a workplace as part of an investigation into an employer – to review records for worker authorization. In those cases, contractors get a three-day heads-up. In a jobsite raid, however, federal agents from ICE or HSI would show up unannounced. That said, immigration agents can only enter a private property such as a jobsite if they have a judicial warrant signed by a judge.

Key actions you can take during a raid include: Verifying that agents have a judicially signed warrant; ensuring the warrant specifies the company's legal name and address; and consulting legal counsel immediately – even as the raid unfolds.

Bear in mind, employers should also avoid actions that could violate worker rights or lead to legal trouble, such as sorting employees by immigration status

## Building the foundation

It goes without saying, for an industry already grappling with labor shortages and rising costs, such immigration challenges could add another layer of complexity. But as history shows, the construction sector has a knack for resilience and adaptation. By taking proactive steps – auditing records, preparing for enforcement actions and supporting workers – contractors can navigate these uncertain times while maintaining a strong and compliant workforce.

In the end, it's not just about adhering to policies; it's about protecting the integrity of an industry that builds the backbone of our economy. As one industry leader recently put it: "Preparation today is the foundation for a stronger tomorrow."

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# Forging the future

SC&RA's five-year roadmap for growth, action and influence.



**The SC&RA Board of Directors.**

**A**s it does every five years, last summer, SC&RA's Strategic Planning Committee met at the Association's headquarters in Centreville, VA, to examine and develop its newest five-year strategic plan – designed to reinforce its role as a leading advocate and unifier within the crane, rigging and specialized transportation industry.

Committee members included, Ed Bernard, Scott Bragg, Tonya Fry, Jeremy Landry, J Rozum, Jim Sever, Rob Simon, Mike Vlaming, Tom Bennington, Kevin Johnston, Tony Fastuca, Jennifer Gabel, Keith Settle and Rob Weiss.

Along with Association staff, the group of volunteer SC&RA leaders ultimately crafted a forward-facing strategy that centers on three pivotal initiatives: broadening SC&RA's advocacy ecosystem, enhanced communication/storytelling and optimizing member engagement.

Zooming out on advocacy, the plan recognizes the challenges posed by evolving legislation, regulatory mandates and economic pressures, and emphasizes the need for unity. By fostering alliances across the industry and engaging new stakeholders, SC&RA plans to strengthen its influence in advocating for favorable policies and regulations not just domestically, but around the world.

Promoting the industry through storytelling as a core tenet of strategy will involve SC&RA reshaping both public and governmental perceptions of the industry by amplifying its critical contributions to the global economy. Through enhanced branding and a coordinated messaging strategy, the Association will seek to showcase the industry's dedication to safety, innovation and career-building opportunities across an evolving range of markets and industries.

With that in mind, one of SC&RA's



**"In the planning stage, SC&RA thoroughly explored the landscape of the market and how best it could align its new strategic plan with member needs."**



**Joel Dandrea, SC&RA CEO**

historic strengths has been the commitment to and from its membership, and the new strategic plan aims to only build on that engagement. The vision outlines a dedication to deepening connections with members, particularly small businesses and new entrants. Within this objective, enhanced support programs, tailored value propositions and a reimagined leadership forum aim to ensure a robust, inclusive and engaged membership base.

Drilling down, the plan directly tackles pressing industry concerns, including workforce shortages, regulatory complexities and high operational costs. It also envisions an industry that is not only more cohesive and innovative, but recognized for its indispensable role in supporting infrastructure and commerce worldwide. Ultimately, SC&RA's 2024-2029 strategic plan productively reflects the Association's unwavering dedication to empowering its members and ensuring

the industry's resilience within an ever-changing landscape.

## Amplifying impact

SC&RA CEO, Joel Dandrea, is confident that the three pillars within the plan represent the cornerstones of future growth. "These pillars are designed to not only address current challenges but also create a sustainable, forward-thinking trajectory for the crane, rigging and specialized transportation industry."

At the heart of the advocacy initiative, he explained, is a drive to broaden the Association's influence by forming strategic alliances with like-minded groups and organizations. "We're looking to pursue new partnerships and add our voice to those working toward favorable regulatory and legislative outcomes. And by uniting with adjacent industries and strengthening relationships with policymakers,

SC&RA aims to amplify its impact and navigate complex issues such as electrification mandates and infrastructure investment."

Mike Vlaming, of Vlaming & Associates, agreed with the significance of collaboration.



**Mike Vlaming, Vlaming & Associates**





“A key takeaway during our meeting was identifying other associations and industries with overlapping objectives,” he explained. “By aligning efforts, this will allow SC&RA to broaden our advocacy reach and drive policy successes that benefit our membership.”

Vlaming emphasized that this extended ecosystem could improve both policy and operational outcomes for SC&RA members. “One interesting aspect was examining how other associations and groups navigate similar challenges,” he said. “By learning from their successes and leveraging shared goals, we can create impactful cross-industry partnerships.”

In turn, Vlaming noted, such opportunities allow SC&RA to craft its voice as a go-to source within the industry. “It’s not just about visibility; it’s also about delivering informed, educated commentary that influences decisions and underscores our industry’s importance. For example, working with organizations already advocating for markets affected by burdensome regulations allows

**Jim Sever, PSC Crane & Rigging**



**One goal for SC&RA with its new strategic plan is to develop and deliver a narrative about SC&RA’s influence and opportunities that will resonate with skilled workers and align with the Association’s broader goals.**

IMAGE © OPERATING ENGINEERS LOCAL

**J Rozum, MSA Delivery Service**



us to not only intensify our voice but strategically navigate areas where shared interests align.”

Echoing the sentiment, Dandrea highlighted the importance of storytelling as a tool to elevate the industry’s profile. “We want to showcase the essentiality of the work our members perform,” he said. “It’s about framing the industry as not just critical to the economy, but as a place where people can build meaningful, lifelong careers.”

To that end, Dandrea emphasized the importance of the Association’s Specialized Carriers & Rigging Foundation (SC&RF). “As we move forward with advocacy and communication, it will be vitally important to work closely and support the SC&RF in our shared mission of addressing the workforce challenge.

“Engaging younger workers is key. They’re a new breed with fresh ideas and different expectations. Our storytelling will complement the efforts of the SC&RF, highlighting the industry’s ability to provide success in life and career.”

Through digital outreach, advocacy toolkits and branding efforts, Dandrea added, SC&RA intends to craft a narrative that resonates with stakeholders and reinforces the industry’s value. In concert with these efforts, he went on, member engagement remains the linchpin of the plan, with targeted initiatives for emerging leaders, small businesses and first-time attendees.

“We’re focused on bringing people into the fold and showing them how SC&RA can help them succeed. This is about creating a stronger, more unified community that’s prepared to meet both today’s demands and tomorrow’s opportunities.”

## Setting the stage

Current SC&RA President, J Rozum, of MSA Delivery Service, expressed similar confidence in the alignment between the Association’s goals and the evolving business environment. “We didn’t know what we’d be facing politically as we developed this plan,” he stated, “but as things have unfolded, it’s clear that the new administration’s energy and vision aligns well with our objectives. This creates a win for Association members and the broader industry.”

For Rozum, the plan’s focus on collaboration, whether locally or internationally, signals a step toward greater relevance and impact.

“Connecting with other groups isn’t just strategic – it’s an opportunity to learn and improve. It’s about seeing how others succeed and applying that to our industry.”

Jim Sever, of PSC Crane & Rigging, expressed a similar perspective, while also recognizing the comprehensive approach taken by the Committee in developing the overall plan. “We thoroughly explored the landscape of the market and what SC&RA needs to do to remain aligned with member needs,” he said. “As a result, I think those three core tenets are exactly what the Association needs as we move forward.”

Equally, Sever highlighted the importance of broadening SC&RA’s global influence. “Positioning the Association as a contributor to the global economy, not just the U.S., is key. It’s not just about gaining members, but showing potential and existing members the value of being part of something globally impactful.”

He noted that this global perspective dovetails with the storytelling initiative. “Delivering a narrative about SC&RA’s influence and opportunities will resonate with skilled workers and align with our broader goals.”

Both Sever and Rozum stressed the significance of the moment and the long-term value. “What we do now matters in more ways than one,” Sever reflected. “It’s generational stewardship, and sets the stage for future success. By focusing on collaboration, communication, membership and workforce development, SC&RA remains a relevant and influential force well into the future.”

Added Rozum, “The ambition is to move this association, its members and the industry forward, and set both entities up for success long after we’re gone.” ■





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Looking back at CCO's journey of safety and excellence.

# Celebrating 30 years

For three decades, CCO Certification has been a cornerstone of safety and professionalism in the construction and load-handling industries. From its founding in 1995 to becoming the "Gold Standard" in certification, CCO has consistently demonstrated its commitment to reducing workplace accidents, enhancing operator competency, and shaping the future of industry standards.

Established with a mission to create fair, valid and reliable assessments for crane operators, CCO was born out of a grassroots initiative by industry leaders and formed by the Specialized Carriers & Rigging Association (SC&RA), ultimately leading to the creation of CCO. The organization launched its first certification for mobile crane operators in 1996, quickly setting the standard for personnel evaluations. By 1999, CCO had developed practical exams and gained federal recognition from OSHA as meeting critical safety qualifications.

Over the years, CCO expanded its scope to address broader industry needs. Certifications for roles such as signalpersons, riggers, lift directors and crane inspectors were introduced, reflecting a proactive approach to evolving workplace safety challenges. Today, CCO offers over 29 designations in 14 different certification areas, each meticulously designed to uphold international standards and ensure job site safety.

## Industry impact

CCO's certifications have saved lives and prevented countless accidents. OSHA credits these programs with reducing crane-related fatalities by over 30 annually. Employers report that certified personnel are more knowledgeable, confident and vigilant—leading to improved equipment maintenance and reduced risks. Certification has also been proven to mitigate liability, making it an essential component of modern safety practices.

The organization's influence extends beyond accident prevention. CCO has

played a pivotal role in standardizing training and elevating industry expectations. The adoption of CCO certifications by employers, project owners and regulatory bodies underscores their critical role in fostering a safer work environment.

Recognized for its adherence to ISO 17024 standards, CCO's accreditation by ANAB highlights its programs' fairness and reliability. This international endorsement reinforces CCO's reputation for excellence and its influence on global safety practices.

CCO's growth has been driven by its responsiveness to industry demands. From pioneering certifications for digger derricks and articulating cranes to addressing roles like assembly/disassembly directors, the organization consistently aligns its offerings with regulatory requirements and technological advancements.

Meeting the needs of the industry goes beyond certification offerings. The introduction of computer-based testing (CBT) in 2008 marked a significant leap in accessibility and convenience. In 2024, CCO transitioned exclusively to electronic testing for written exams, offering unparalleled flexibility to candidates while maintaining rigorous standards. Practical exams also transitioned to being administered via tablet, resulting in near-immediate score reporting and improved validation. Today, someone can certify in a week or less, getting them in the seat faster than ever.

## Backbone of CCO

At the heart of CCO's success are its dedicated volunteers, whose expertise and commitment ensure the integrity and effectiveness of certification programs. More than 100 active volunteers contribute their time and knowledge, representing a diverse cross-section of the industry, including contractors, labor unions, rental firms, owners, manufacturers, equipment distributors, construction firms, consultants and insurance companies.

CCO certification  
saves more  
than 30 lives  
a year.



These subject matter experts (SMEs), in collaboration with CCO certification professionals, develop and maintain certifications. Their work encompasses identifying critical competencies for testing, writing exam questions, designing hands-on practical exams and establishing policies that govern certification as well as certification program maintenance. Currently, CCO operates with 13 exam management committees, three task forces developing new programs and six committees overseeing areas such as ethics and discipline, administrative appeals and Spanish translations. Additionally, the commission and board of directors are composed entirely of volunteers who bring invaluable expertise to their roles.

The dedication of these volunteers is a cornerstone of NCCCO's mission. Many have contributed for nearly 25 years, while new members continuously join, ensuring a balance of seasoned experience and fresh perspectives. Volunteers often express pride in making a difference and advancing safety standards in the industry. Their collective efforts exemplify a shared commitment to creating safer workplaces for everyone involved in load-handling operations.

## Looking ahead

As CCO celebrates 30 years, it remains focused on the future. Plans to expand digital tools promise to enhance user experience and operational efficiency for candidates, certificants and employers.

As it looks to the next 30 years, CCO remains steadfast in its mission: to protect lives, promote safety and empower the load-handling industry through world-class certification programs.





Rose Augustin offers tips on how to mitigate risks and enhance safety.

# Elevate



As we step into 2025, crane, rigging and specialized carriers find themselves at a pivotal moment to reflect on their operations and set a course for improvement. With rising insurance costs weighing heavily on the minds of industry professionals, there has never been a better time to assess how operational practices can be refined to mitigate risks and enhance safety. By embracing this opportunity for introspection, companies can not only improve their safety performance but also position themselves as more attractive risks to insurance carriers.

To begin the new year on the right foot, consider these tips to become a better risk and set yourself apart from the competition.

## Culture is everything

A robust safety culture is the cornerstone

of any successful operation, especially when it comes to that operation's safety performance. Achieving consistently strong safety performance without an established culture is extremely difficult. Organizations that prioritize safety create environments where employees feel secure and valued. To foster a strong culture, it requires:

- **LEADERSHIP COMMITMENT:** Top management must visibly support safety initiatives.
- **CLEAR COMMUNICATION:** Establish clear expectations around safety policies.
- **EMPLOYEE INVOLVEMENT:** Engage workers in safety planning and decision-making processes.

Encouraging workers to speak up and report on safety concerns is crucial for preventing accidents, improving safety practices and strengthening a safety-first culture. An organization that discourages or disincentivizes their employees reporting unsafe practices could create a negative culture.

Make sure within your organization you supply multiple channels for your employees to report issues without fear or retaliation. Additionally, consider creating incentive programs for employees that identify unsafe conditions or behaviors.

## Continuous learning

The success of construction and

transportation companies largely hinges on their ability to hire and retain high-quality employees. Organizations that prioritize training and development initiatives tend to experience greater job satisfaction, enhanced performance, and increased overall productivity. Leading companies continuously assess and refine their training and development strategies for both new recruits and experienced operators. Notably, even seasoned workers gain significant advantages from refresher courses focused on safety protocols, hazard recognition, and the proper use of equipment.

## Embrace technology

Over the past two decades, technology has revolutionized the industry, and increasingly sophisticated technologies are becoming more accessible every day. Companies that fail to adopt the right technologies risk being left behind, as the industry leaders around them leverage technological advancements to enhance safety, intelligence and productivity. However, simply having the technology is no longer effective. Your operation must establish a robust infrastructure to effectively manage and integrate these tools.

Transportation companies that actively monitor and evaluate their performance can pinpoint areas for enhancement and implement necessary corrective measures. Leveraging relationships with insurance agents and carriers can provide valuable insights into the frequency and severity of losses compared



## THE AUTHOR

**Rose Augustin** is senior marketing manager for National Interstate Insurance Company based in Richfield, OH. National Interstate Insurance is rated "A+" (Superior) by A.M. Best.





# your standards

to similar operations in the region, as well as the types of incidents being encountered.

Leading organizations also pay close attention to “near-misses,” which serve as critical indicators for identifying potential risks.

Here are a few key strategies for monitoring and measuring performance:

■ **ESTABLISH KEY PERFORMANCE INDICATORS (KPIs):** Define clear, measurable KPIs aligned with organizational safety goals.

■ **REGULAR DATA COLLECTION AND ANALYSIS:** Data from technology and telematics can provide insights into vehicle performance, driver behavior, and operational efficiency. Regular analysis helps identify trends and areas for improvement.

■ **CONTINUOUS MONITORING AND REPORTING:** Develop a routine for monitoring performance metrics and

reporting findings to stakeholders.

■ **BENCHMARKING AGAINST INDUSTRY STANDARDS:** Compare performance metrics against industry benchmarks or similar operations to identify strengths and weaknesses.

## Industry collaboration

Companies that prioritize safety are eager to share their best practices and lessons learned with both industry peers and competitors. They recognize that enhancing the overall industry standards compels them to elevate their own performance. Engaging in collaboration through industry conferences and associations, such as the SC&RA, offers valuable insights and fosters a culture of continuous improvement. Additionally, insurance carriers organize safety and risk management workshops, creating opportunities for industry leaders to come together. These gatherings promote

education and awareness while facilitating the development of relationships.

## A competitive advantage

Understanding risk can provide organizations with a competitive edge. Companies with strong risk profiles leverage their insurance data to make informed decisions about risk management strategies. They assess cost of risk by looking beyond premiums to include deductibles and collateral in their overall risk assessment, and risk segmentation by identifying which segments of their operations are most susceptible to loss and develop targeted strategies for those areas.

As we move forward into 2025, reflecting on practices and implementing the strategies outlined above, companies can improve their safety culture and position themselves as better risks to insurance carriers.



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# Lennon Crane hires Brown as VP of sales

**S**cott Brown has been appointed vice president of sales for Lennon Crane, based in Monroe, WA. With more than 25 years of crane industry experience, Brown most recently served as senior key account manager at Barnhart. He also worked at Sickelsteel Cranes and North American Crane.

"Scott Brown is the perfect fit for Lennon Crane to help represent the full line of Tadano telecrawlers (GTC), rough terrain (GR), truck crane (GT) and all-terrain

(AC) cranes," said Scott Lennon, vice president. "Brown's focus will be to develop and expand relationships while educating customers on the values and key benefits of the Tadano line of new cranes in Washington and Oregon.

Lennon Crane will celebrate its 50<sup>th</sup> anniversary in the crane business in 2025. Lennon said the core



**Scott Brown**

business of Lennon Crane is the 'bare rental' of rough terrain and telecrawlers between 35 to 160 tons capacity.

Lennon Cranes operates in the Western U.S. and Western Canada.

The company is a Tadano distributor in Washington and Oregon and sells and services all lines of Tadano cranes as well as distributes legacy Mantis and Demag parts. ■

# Select Crane appoints Alvis Mid-Atlantic territory manager

Select Crane Sales is strengthening its Mid-Atlantic footprint in the United States with the appointment of Bruce Alvis as the new Mid-Atlantic territory manager.

In his role, Alvis will provide dedicated support to customers across Delaware, Maryland, West Virginia, Virginia and the Washington D.C. area, focusing on new



**Bruce Alvis**

and used crane sales and bare rentals.

Alvis brings more than 25 years of expertise in the crane and industrial equipment sector, and his extensive product

knowledge and deep industry connections promise to enhance the company's regional presence and customer service capabilities,

the company said.

"Select Crane Sales is built around a customer-first approach, and Bruce's in-depth crane knowledge makes him the ideal resource for crane solutions in the region," said Jason Mackenzie, president, Select Crane Sales. "We are confident that he will serve as a trusted partner to our clients, helping them meet their unique lifting needs." ■

# Alaimo tapped to lead sales team at Crane Rental Service

Pat Alaimo has been named general sales manager of Crane Rental Service, based in Orange, CA.

"We are very excited to see Pat move into this position," said Carl Johnson, general manager of Crane Rental Service. "He is a committed professional who loves the crane industry and the people he works with."

Alaimo is a 28-year veteran of the crane industry, getting his start at Coulter Crane in Long Beach, CA as a dispatcher. He worked in the sales division at Maxim Crane Works before taking a position at Crane Rental Service more than 22 years ago.



**Pat Alaimo**

"Pat is an industry leader in crane rental sales, project management and logistics," said Johnson. "His attention to detail and caring about customers has risen

him to the top in Southern California."

Crane Rental Service

**2025**

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Charleston, NC  
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■ **DON REED**

has been named president of operations at **Stephen Izz Trucking & Rigging Inc.**



■ **Engineered**

**Rigging** has expanded its engineering team to include **DALTON ROBINSON**.



Robinson recently graduated from Arkansas Tech University with a Bachelor of Science in mechanical engineering.

■ **NEIL GERRARD**,

editor of KHL Group's **Construction Briefing**

newsletter, received a 'highly commended' citation at the recent International Building Press (IBP) awards in London. The recognition was in the 'Infrastructure/Construction Journalist of the Year' category.



was founded in 1965 by William Foster. A family run Certified Women Owned Business, Crane Rental Service operates cranes from a 30-ton boom truck to a 450-ton hydraulic crane. The company has locations in Orange, CA as well as Tempe and Tucson, AZ. ■

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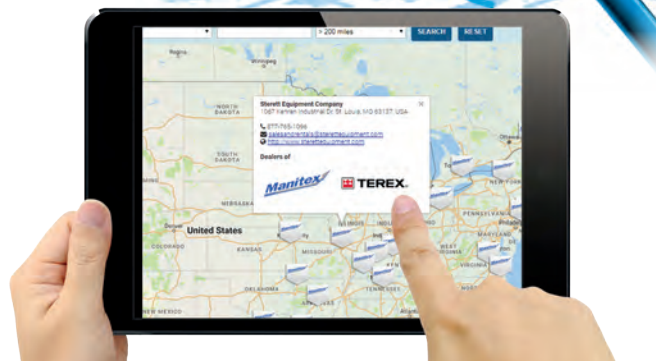
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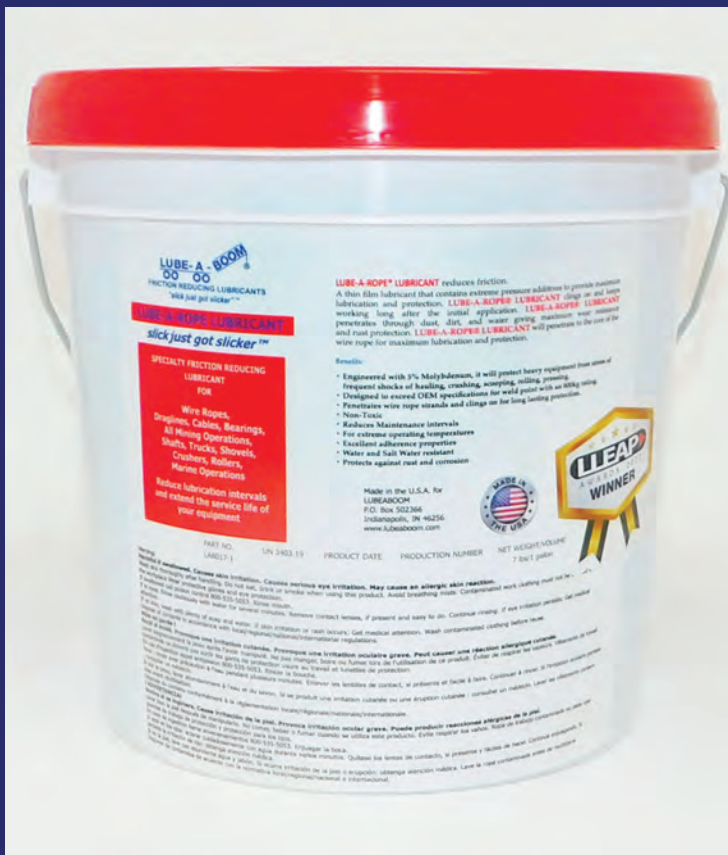
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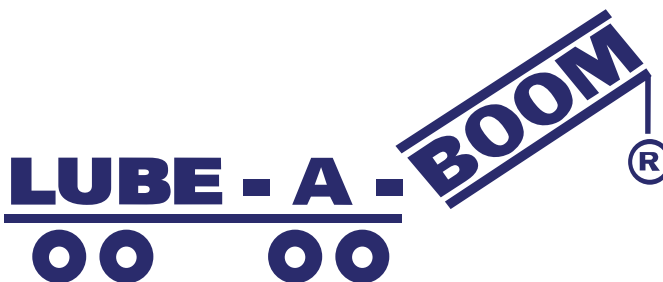


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TRANSPORT & HEAVY HAUL

# Industry legend

The industry has lost an icon.

**Kelly Williams** reports.

**B**ill Grubb, owner of W.O. Grubb Crane Rental, passed away at the age of 72 on November 19, 2024, leaving a long and revered legacy.

“Bill Grubb was not just an icon of the industry, to the W.O. Grubb family, he was our friend, mentor and beloved leader,” said Michael Good, vice president of operations for W.O. Grubb. “Under Bill’s quiet, principled leadership for more than four decades, W.O. Grubb grew into one of the most respected regional players in the crane rental arena, a company whose values of honesty and integrity reflected his own. I know I speak for the more than 400 Grubb employees when I say he will be missed.”

W.O. Grubb Crane Rental was founded in 1962 by Grubb’s father, Willie Grubb – himself the son of a crane operator. The family-owned company’s geographic footprint extends from Baltimore, MD to Wilmington, NC. The company is a leading provider of bare and operated crane rental services.

“While he was a private man not inclined to boast about his accomplishments, we know that he took a great deal of satisfaction in the company’s place in the industry,” said Ken Holmes, executive vice president and general manager of the company.

When he purchased the business from his father in

**Bill Grubb was highly revered and will be long remembered for his integrity and grit.**

1985, the company owned half a dozen cranes. Today, W.O. Grubb Crane Rental is one of the top 10 crane companies in North America in terms of fleet size, boasting more than 400 cranes.

“Forty years ago, he was out there pulling the levers himself, operating the cranes themselves,” recalled Link-Belt’s Pat Collins.

“Bill Grubb was hands-on with and knowledgeable about every part of the business,” Collins said. “He was an incredible man to be able to manage his business and rely on his employees to do the job and not overmanage them.”

## Customer first

W.O. Grubb Crane Rental was known for having quality equipment and the best insurance and safety records. Customer service – from those in the office to those on site – led to repeat clients and referrals.

“Maybe more than anything, he was a builder,” said Alan Barnhart, CEO of Barnhart Crane.

Barnhart, like Grubb, was involved in his family’s steel erection business. Barnhart, like Grubb, took over the family business in the



late 1980s. “Very friendly competitors” at times, Barnhart enjoyed a strong friendship with Grubb.

“He just loved to create,” Barnhart said. The last time they visited with each other, Grubb shared his hope to build a new facility in Richmond to bring all three of his local facilities – and his employees – together.

“That was a kind of twinkle in his eye,” Barnhart said.

While still offering steel-erection and rigging services, crane rental became the focal point that fueled growth.

“In my mind, he’s a legend in the industry,” said Manitowoc’s Dave Hull. Hull met Grubb about 20 years ago when he was on the finance side of Manitowoc Cranes.

“I think his underlying philosophy stayed the same throughout taking care of his customers and employees,” Hull said. “The company always had a family environment.”

Today, W.O. Grubb Crane Rental operates 12 branches. In addition to crane rental and rigging, the company performs machinery moving, specialized hauling, engineered lift planning and project management.

“They have a great reputation of quality, of sound business principles,” Barnhart said. “A lot of companies in our industry grow way too fast and get in trouble.”

But W.O. Grubb is solid.

“I think their reputation is as good as anyone in the industry,” said Barnhart.

Soft-spoken, Grubb was known to pick up the phone to deal with issues directly. He was unique in that he mastered mixing business with pleasure, forging deep, meaningful friendships with those he met along the way.

Hull said the crane industry is small with a lot of big egos and personalities.

“The thing I liked about Bill was that he wasn’t the big personality,” Hull said. “He was a person who would sit down and talk about issues. He was a Southern gentleman.” ■





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