

ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication

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Outstanding!

2019 SC&RA Job of the Year winners



Official domestic magazine of the SC&RA

TOPLIST
ACT 100
North America's top crane-owning companies
p37



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LIFTING YOUR DREAMS

EDITORIAL**Editor:**

D. Ann Slayton Shiffler
e-mail: d.annshiffler@khl.com
Tel: 512 868 7482

Assistant editor:

Hannah Sundermeyer
e-mail: hannah.sundermeyer@khl.com
Tel: 312 496 3314

International editor:

Alex Dahm
e-mail: alex.dahm@khl.com

Assistant international editor:

Christian Shelton
e-mail: christian.shelton@khl.com

SC&RA correspondents:

Tim Hillegonds, Mike Chalmers

PRODUCTION**Production director:**

Saara Rootes
e-mail: saara.rootes@khl.com

Production manager - KHL Americas:

Brenda Burbach
e-mail: brenda.burbach@khl.com

Senior production executive:

Anita Bhakta
e-mail: anita.bhakta@khl.com

Production assistant:

Charlotte Kemp
e-mail: charlotte.kemp@khl.com

Design manager:

Jeff Gilbert

Events design manager:

Gary Brinklow

Print & digital designer:

Mitch Logue

Designer:

Jade Hudson

CIRCULATION**Circulation manager:**

Helen Knight
e-mail: helen.knight@khl.com

Office manager:

Anne Chittenden
e-mail: anne.chittenden@khl.com

Fax subscriptions to 312 626 2115

SALES**Vice President, Sales****MATT BURK**

205 W. Randolph St.,
Suite #1320, Chicago, IL 60606
Tel: 312 496 3314
Cell: 773 610 9467
e-mail: matt.burk@khl.com

National account manager**BEV O'DELL**

1000 SW Rainbow Lane
Blue Springs, MO 64015
Tel: 816 886 1858
Cell: 816 582 5253
e-mail: bev.odell@khl.com

DIGITAL MEDIA DIRECTOR

Peter Watkinson
e-mail: peter.watkinson@khl.com

CHIEF EXECUTIVE OFFICER

James King

CHIEF FINANCIAL OFFICER

Paul Baker

CHIEF INFORMATION OFFICER

Paul Marsden

PRESIDENT & CHIEF OPERATING OFFICER

Trevor Pease

KHL GROUP AMERICAS LLC

3726 E. Ember Glow Way,
Phoenix, AZ 85050
Tel: 480 659 0578
Fax: 480 659 0678
e-mail: americas@khl.com

Big news

The big news our industry is waiting to see come to fruition is the sale of Demag to Tadano. Terex and Tadano jointly announced this deal in late February, and it is set to close at "mid year," which should be pretty soon. In April at Bauma 2019, *International Cranes and Specialized Transport* Editor Alex Dahm and I sat down with Terex President and CEO John Garrison and Terex Cranes President Steve Filipov to talk about the ramifications of this deal and what it will mean for Terex. Since then the boom truck and truck crane division has also been sold to Custom Truck. I think you will find our joint interview, in the Interview column on page 22, to be quite revealing.

Capacity versus fleet size? Fourteen years ago, when we debuted our first **ACT100**, it was decided to make the ACT Index the sum of the capacity of all cranes in a fleet rather than number of units in a fleet. This year we saw Bigge Crane & Rigging unseat the ALL Family of Companies for the Number 2 spot on the list. While ALL has 1,093 more cranes, Bigge surpassed the company in terms of the ACT Index due to its continued investment in higher capacity cranes. Certainly, ALL Erection has invested in higher capacity cranes too, but the company also is known for renting all classes of cranes all over the nation.

When I saw the results of the **ACT100** this year, I decided it would be interesting to sort the list by fleet size to see what it would look like. And wow, is there a difference. For instance, Buckner HeavyLift, which is Number 8 on the list, is Number 29 ranked by fleet size. You can see how the top 20 rank by fleet size on page 38. As has been the case for 14 years, Maxim Crane Works is Number 1 in capacity and Number 1 in fleet size. Our **ACT100** starts on page 31.

For the first time in several years we are featuring the SC&RA Job of the Year (JOY) special section in our June issue rather than the May issue. The Annual Conference ran so late this year that we couldn't get the April issue out in time to report more than just a list of the winners. So this month, our June issue is jam packed with two hard-hitting features, the **ACT100** and the JOY section. As always, the winning jobs are amazing. We will be covering many of the non-winning jobs in Site Reports in upcoming issues.

Also this month, Hannah Sundermeyer wrote our annual review of the boom truck market. There's also a roundup of new remote control technologies, and more Bauma coverage with our "Bauma take-aways" feature.

Finally, let us know what's going on with your company this summer. Where are your cranes working? What are you hauling? What are your people up to? Let's catch up.

D.ANN SLAYTON SHIFFLER**Editor**

KHL Group Americas LLC,
30325 Oak Tree Drive, Georgetown TX 78628.
Tel: 512 868 7482, e-mail: d.annshiffler@khl.com

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ON THE OUTSIDE



ACT's annual showcase of the SC&RA Job of the Year winners. See page 41.

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PUBLISHED BY



ISSN 1555-1830



Circulation is audited by BPA Worldwide

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Official domestic magazine of the SC&RA



Produced in cooperation with the NCCCO

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■ Four years after being purchased by Barnhart, Ladd, IL-based Cattani Crane has taken on the Barnhart name.

■ Terex Utilities' online training curriculum, The Edge, is a self-paced training tool for operators seeking to document their understanding of aerial devices and digger derrick operation.

■ Net sales at Manitowoc in the first quarter of 2019 were \$418.0 million, up 8.3 percent on the \$386.1 million in the first quarter of 2018. Manitowoc attributed the increase to higher crane shipments in the Americas, Europe and Africa.

■ Net sales were up 8.5 percent at Japanese crane maker Tadano. The increase was JPY14,748 million (\$134 million), or 8.5 percent, to a total of JPY188,451 million (\$1.719 billion).

Maxim acquires Shaughnessy Companies

Maxim Crane Works has made a deal to acquire Shaughnessy Companies, one of the oldest providers of crane rental and related lift solutions servicing the Boston region for more than a hundred years. The acquisition enhances Maxim's full-service, nationwide crane rental and lifting solutions platform and expands its operations in one of the nation's most critical regions, the company said.

"The Shaughnessy Companies offers one of the most experienced teams of crane professionals in the region," said Bryan Carlisle, Maxim CEO. "Their state-of-the-art fleet provides customers with a 'best in

class' brand of products, parts, services and rental equipment. We are confident that the combination of the Shaughnessy Companies and Maxim will bring added value to our combined customer base, employees and the industry."

Maxim COO Frank Bardonaro said the Maxim and Shaughnessy teams have long had a strong working relationship.

"This combination will ensure our customers that we can continue to provide the rigging, storage and crane related services needed to support the robust growth in our New England market," Bardonaro said. "It is an honor to work with the Shaughnessy



Following the closing of the sale, Maxim will begin integrating the Shaughnessy Companies with its existing operating business.

family and team and to continue their 100-plus year legacy into the next generation of leadership." ■

GTI adds Jetco to portfolio

GTI Transport Solutions (GTI), a leading provider of open-deck, specialized and over-dimensional freight services, has acquired Jetco, a Houston, TX -based transporter offering flatbed, heavy-haul, intermodal, logistics and specialized loads. Terms of the deal were not

disclosed. GTI is a portfolio company of Novacap, a private equity firm based in Canada.

This acquisition allows GTI to establish a strong operational platform in the United States and provide the company the ability to strengthen and widen its services in North America,

the company said in a press release. The Jetco purchase follows the February 2019 acquisition of Precision Specialized Division, a specialized carrier based in Ontario, Canada. Through these acquisitions and the brokerage network, GTI is currently deploying in the United States via GTI USA. GTI is establishing an integrated group focused on specialized transport across North America, according to the press release. With seven locations in the United States and three in Canada, GTI provides specialized asset-based and non-asset transport solutions to its clients.

"The team at Jetco is renowned as a market leader in their quality of service and in always prioritizing safety in their transport," said Richard

Lafrenière, CEO of GTI. "The strategic strong local presence that Jetco has in Texas will increase GTI's position in the region and establish a performing North-South corridor with its Canadian operations." ■



GTI Transport Solution's Jetco acquisition follows the February 2019 acquisition of Precision Specialized Division, based in Ontario, Canada.



■ Terex Corporation announced first quarter 2019 income from continuing operations of \$57.2 million, on net sales of \$1.1 billion. "The previously announced agreement to sell the Demag mobile cranes business remains on track to close mid-year, subject to government regulatory approvals and other customary closing conditions," said Terex CEO John Garrison.

■ WIKA Mobile Control held a three-day service training course in April at its Chambersburg, PA facility. The course focused on OEM specific products including the qSCALE lx load moment indicator and cSCALE indicators. Course topics included system theory, wiring, sensor calibration and hands-on troubleshooting.

Boulder Industrial Contractors, Webster, NY, welcomed 250 students on May 8 as part of the Lift & Move USA event designed to introduce students and veterans to careers in the specialized transportation, crane and rigging industries. This event featured hands-on demonstrations of crane operation, rigging, crating, packaging and provided opportunities for young adults to sit behind the wheel of a truck.



ALE launches 10,000 metric ton crane

A 10,000-metric-ton capacity super heavy lift crane is being developed by ALE. The UK-headquartered international heavy lift and transport specialist said the SK10,000 will be the world's largest land-based crane. It will lift modules for the construction of FPSO, FLNG and other projects.

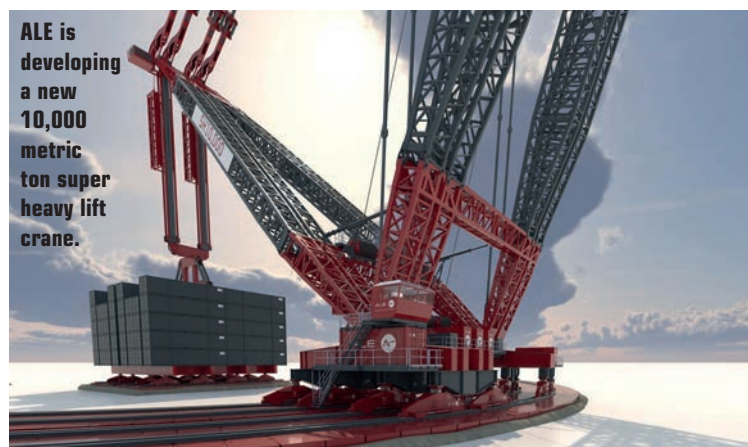
"The SK10,000 will allow modules to be installed directly onto ship's hulls, hugely advancing industry capabilities for both lift weights and impact on project efficiency," ALE said.

ALE's next largest crane, the 5,000 metric ton capacity AL.SK350, has made a series of similar lifts. The SK10,000 follows the same design. It can be erected on a segment of track as opposed to needing a full ring, ALE said. Maximum

outreach is 200 meters while ground bearing pressure is designed to remain below 25 metric tons per square meter.

"We not only solve our clients' existing challenges but also look to the future in enabling them to achieve industry firsts that later become the industry standard,"

said Ronald Hoefmans, group technical director, ALE. "The introduction of the SK10,000 means individual lifts of up to 10,000 metric tons are now possible, allowing customers to build larger modules more efficiently in fabrication yards and access a highly mobile and flexible solution to lift them." ■



Buckner invests in wind market with large fleet

Since 2005 when it started working in the wind industry, Buckner HeavyLift has erected upwards of 9,000 wind towers. The company has the largest fleet of Liebherr LR11000s in the world, and most of these cranes are used in wind tower erection and maintenance, according to Buckner's Kevin Long.

"Buckner began investing in multiple Liebherr LR11000s as early as 2014," said Long. "With the wind industry not quite making the jump to larger and higher wind turbines until 2017, the LR11000 was and has been a very effective lifting solution for a range of projects."

Today the LR11000 is Buckner's centerpiece crane in the wind industry.

"As turbine platforms increase in output capacity, from 2.0 MW to 4.2 MW, greater component weights and higher hub heights have followed suit," said Long. "With the LR11000 having



many similarities in design to its wind predecessor the LR1600/2, advantages of simplistic configurations, low ground bearing pressures, and end user familiarity make the LR11000 the premier option for taller and heavier towers that have become mainstream in the North American market over the last 24 months."

Buckner has worked in some 30 states and four Canadian provinces performing wind tower erection and maintenance. The tallest wind tower the company has ever erected was the 132-meter Goldwind turbine near Amarillo Texas in 2018. ■

The Liebherr LR11000 is Buckner's centerpiece crane in the wind industry.



In a little over seven months, the TCC-2500 logged 1,650 working hours, travelling a distance of 10 miles working around a railroad discharge facility in an agro-refinery complex.

TCC-2500 performs at agro-refinery job

The Kelly Group of Decatur, IL, recently rented a new Link-Belt 250-ton TCC-2500 telescopic crawler crane from The ALL Family of Companies. In a little over seven months, the TCC-2500 logged 1,650 working hours, travelling 10 miles working around a railroad discharge facility in an agro-refinery complex.

“When the trains came in or went through, we retract the boom, walk it over the train

tracks to the other side, let the train cars come by and then go back to the work location,” said Ron McCoy, crane superintendent, The Kelly Group. “We walk it in, set up, boom out, do the picks, pull the boom back in and walk it out several times a day.”

The tallest tank, a 150-foot corn tank, is being dismantled and removed in sections weighing up to 1,500 pounds. In some instances, the radius for removing sections of the old corn tank is up to 265 feet away. These lifts were completed by fully extending at 223 feet and erecting 117 feet offset jib at 45 degrees to reach the farthest corners of the 80 feet in diameter corn tank.

“Anything else was not really feasible,” added McCoy. “A big crawler crane did not have the space to be erected and lay it down when needed. With a truck crane, it would have to be a much larger capacity rig, over 500-ton capacity. We could have retracted the boom, and lift up the outriggers, but then have to tear all the counterweights off, (to reduce ground pressure, thus losing time), then move it across the tracks. This would be at least twice a day. So, the TCC-2500 was extremely helpful. We figured out that we saved over \$800,000 during this project just because of that crane, and that is a conservative estimate.”



CREDIT: FMR PHOTOGRAPHY – FRANK RICHERT

Densification Inc. chose a Liebherr HS 8100 crane to perform dynamic soil compaction work on a luxury residential project in Puerto Rico.



Imperial marks 50th anniversary

Imperial Crane recently celebrated the company's 50-year anniversary and the opening of its newest facility in LaSalle, IL. The company is managed and owned by a second generation of family members, BJ and Lance Bohne.

Duty cycle work for HS 8100 in Puerto Rico

Densification, Inc., a VA-based company, chose a Liebherr HS 8100 duty cycle crawler crane to help prepare residential building lots as part of a multimillion-dollar project within a five-diamond resort in Puerto Rico. Densification is using a 20-ton weight dropped from 80 feet on the Puerto

Rico project to prepare the site for further construction. The lots should be ready for home building in early 2020.

The crane was transported from the U.S. mainland to Puerto Rico and assembled at a remote jobsite. The design of the HS 8100 makes transport and setup efficient

due to a self-assembly package that allows the crane to be unloaded and put together without the use of an assist crane, the company said.

The HS 8100 is a 100 ton-class purpose-built duty cycle crane with a maximum boom length of 194 feet and two 61,800-pound line pull winches. With a transport height of 10.4 feet and a

transport width of 11.4 feet, the crane is easy to move and set up. Densification chose the Liebherr crane because it was designed to withstand tough duty cycle use.

“The consistent performance of the HS 8100 gives us confidence the job will stay on schedule,” said Robert Shaffer, vice president, Densification, Inc.

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Developing the new EC-B cranes, we always focused on operators, service technicians and return on investment. The result is an optimised and high-performance crane series which primarily stands for: Enhance lifting.

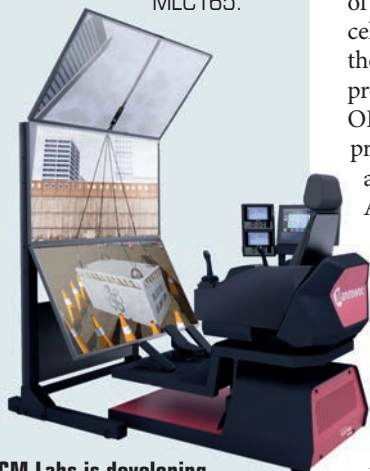
- Fibre version: Up to 20% more lifting capacity thanks to high-tensile fibre rope
- Cost-saving transport due to reduced jib dimension and optimised piggyback system
- TC-OS Operating System: Very simple intuitive operation reduces training and familiarisation period
- New cabin: More safety due to improved all-round view - 25% more visible surface
- Striking crane design ensures an eye-catching long-distance effect

CM Labs launches second CCS simulator

CM Labs is developing the second in a series of simulators that incorporate the Crane Control System (CCS) from Manitowoc Cranes. Manitowoc's CCS operating platform has been integrated into CM Labs' Vortex simulators with the aim of providing operator training and driving adoption of Manitowoc cranes by providing operators with direct experience of CCS equipped cranes.

CM Labs said the CCS operating platform provides a common human-machine interface across multiple Manitowoc crane product lines. Each CCS unit has the same control layout, with standardized symbols, and is made up of several common components – crane controller, safety controller, small IO (input/output), large IO, joysticks, jog-dial and display.

The first CM Labs simulators replicated the functionality of Manitowoc's Grove RT540E. The second series will replicate a 182-ton Manitowoc MLC165.



CM Labs is developing the second in a series of simulators that incorporate the Crane Control System (CCS) from Manitowoc Cranes.

Crosby purchases Gunnebo Industries

The Crosby Group, a global provider of lifting, rigging, and material handling hardware, has agreed to acquire Gunnebo Industries from Segulah, a Nordic private equity firm. Gunnebo supplies blocks, sheaves, components for chain and wire rope slings,

shackles and chain, produced in Sweden, Norway and the United States.

“Given our shared commitment to safe rigging and lifting and our equally committed and talented teams, this acquisition is a natural fit,” said Crosby CEO Bob Davies.



Gunnebo Industries supplies blocks, sheaves and components for chain and wire rope slings, shackles and chain.

“Together we complement each other perfectly. Crosby and Gunnebo Industries will be able to deliver enhanced value for customers and channel partners by providing a broader product portfolio, enhanced support and training, expanded geographic presence and greater ability to offer innovative solutions.”

Fredrik Wiking, Gunnebo Industries CEO, said: “This is an exciting new chapter for Gunnebo Industries, its employees and customers. In combining the talent and resources of both companies, we will be able to take our customer offering to a whole new level. We look forward to joining the Crosby team, who share the same values as us – innovation, quality and safety.”

ALL gets 1,000th model of LTM 1200-5.1 AT

Representatives from Liebherr and the ALL Family of Companies recently celebrated the handover of the 1,000th LTM 1200-5.1 produced. Based in Cleveland, OH, ALL is the largest privately-owned crane rental and sales firm in North America.

In 2005, Liebherr launched the LTM 1200-5.1 as the longest telescopic boom in the 5-axle class. The boom is 236 feet long and can also be extended with lattice booms. The 430,000-pound crane can reach hook heights of up to 331 feet and radii of up to 263 feet. With more than 1,000 sold around the world, it is one of the most successful 5-axle ATs.

“We’re committed to having the best crane rental fleet in the North American market,” said Michael Liptak, ALL president and CEO at the key handover. “To that end, we invest with Liebherr because your engineering excellence matches the excellence, we bring to customer jobsites.

We look for equipment that maximizes roadworthiness, mobility and efficiency. Our partnership with Liebherr is as much about your machines as your people and, in both cases, you help us deliver the right bundle of value, lift capacity, and flexibility – second only to safety.”



Members of the Liebherr and ALL team recently celebrated the handover of the 1,000th LTM 1200-5.1.



KOBELCO

CK330G-2

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Barnhart to provide 'craneless' wind technology

Barnhart has entered into a license agreement with Windcare India to be the exclusive provider

of Windcare's universal "craneless" component replacement and installation technology for wind turbines

in the United States. This craneless system supplements the Barnhart craneless blade and bearing exchange system, which has been utilized for more than 12 years.

Windcare's patented process utilizes special lifting structures that do not require the use of heavy cranes to remove or install large components. The benefits include reduced costs, environmentally friendly smaller footprint, quicker, low-cost mobilization and higher wind working speed for customers. Taller

turbine major component replacement without large cranes required becomes a major cost saving advantage for improved ROI.

"This technology has been proven in applications across multiple countries and turbine platforms overseas and presents a cost-savings for customers in that it eliminates the need to mobilize and have large cranes on site for wind turbine major component replacement," said Jeff Latture, senior vice president of sales and marketing, Barnhart.

In addition to having a smaller footprint, the new tooling technology is less affected by high winds, meaning fewer on-site weather delays, Latture said. ■



The new tooling technology is less affected by high winds, meaning fewer on-site weather delays, according to Barnhart.

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Main boom (GRT655L):
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GRT880

Capacity: 80 t (80 USt)

Main boom: 41.1 m (134.7 ft)

GRT8100

Capacity: 100 t (100 USt)

Main boom: 47 m (154.3 ft)

NEW GRT9165

Capacity: 150 t (165 USt)

Main boom: 62.5 m (205 ft)

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Snips and snaps

Business meetings, education and networking, SC&RA's Annual Conference scored lots of wins.

THE STATS

- 744** registrants
- 93** first-timers
- 80** internationals (from 11 countries)
- 92** Product Fair booths

The SC&RA Annual Conference April 23-27 in Carlsbad, CA had something for everyone: an elegant venue, engaging events, spot-on presentations and quality networking. For five days, the Omni La Costa Resort was the scene of an industry Who's Who event.



President's reception

The annual Job of the Year presentations, SC&RA's version of the Academy Awards, offered a look at more than 20 amazing jobs performed over the last year.

New this year was the Ladies Group gala, "Noche de los Dueling Pianos," featuring the nationally acclaimed duo Deuces Wild. The event was a huge success with the \$40,000 proceeds benefiting the SC&R Foundation.

SC&RA's leadership tackled a variety of industry issues and concerns at well-attended committee meetings. Annual reports from each committee were given at the Board of Directors meeting, where it was determined that the association is strong and growing.



Past chairman's dinner

The Annual Conference offered a mix of industry networking, education and fun.



Dueling Pianos gala

On the move

Participants in the golf and tennis tournaments and the NCCCO Fun Run/Walk enjoyed comraderie and competition.



First-timers reception



Guitar reception





Board Meeting

Board of Director meeting presentations honored SC&RA Chairman Terry Young, Vice President Jay Folladori, Transportation Group Chairman Ray Morgan and outgoing NCCCO CEO Graham Brent.



Enlightening!

Programming was superb, featuring pertinent industry topics and entertaining speakers. The Link-Belt breakfast featured John Heffron, winner of NBC's Last Comic Standing. The Trail King breakfast showcased the experiences of National Geographic photographer Steve Uzzell, who presented: Open Roads Open Minds – An Exploration of Creative Problem Solving.



Trail King breakfast



Link-Belt breakfast



WorkHound's Max Farrell, DriverReach's Jeremy Reymer and Post and Courier's Austin Rowsey discussed how to attract, hire and keep exceptional employees in their presentation Modern Recruitment & Retention Strategies: Battling the Labor Shortage.

(Right) The Spouses Excursion included a day trip to nearby wineries, including the Solterra Winery and Carruth Cellars.



Closing Night

Featuring music by America's Got Talent Finalist Sal Valentinetti, the Closing Night Dinner was a mix of music, food and member recognition. See the Job of the Year winners on page 41.



Gavel exchange



Closing Night reception



President's award

Products Fair

With 92 booths, the Products Fair offered the opportunity to discuss industry products and services that apply to business on both sides of the exhibit table.



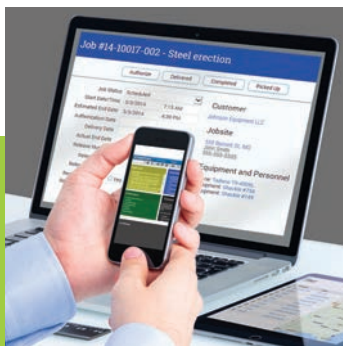
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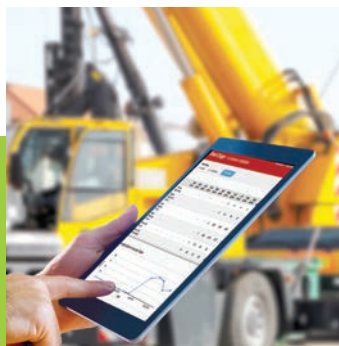
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The bear market which was feared at the start of the year has not materialized, and the stock markets continue to offer growth.

ACT's Heavy Equipment Index (HEI) tracks the performance of eight of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Caterpillar, CNH Industrial, Deere & Company, Joy Global, Manitowoc and Terex.

Back on a high

Share prices performed well as the second quarter of the year got underway, with the tech-heavy NASDAQ doing particularly well. April 23 saw this index hit a record high just above 8,100 points, the first time it has broken new ground since August 2018. The Dow and S&P 500 have also climbed over the last month, but at press-time they had not set new highs.

These developments are contrary to the popular sentiment of a few months ago, when many believed there was a bear market on the horizon. The definition of a bear market is a fall of 20 percent or more from a recent high, and then stay at those low levels for two months or more (with accompanying pessimism from investors).

Duration is the important point. Although the gap from last summer's highs to the lows in December represented more than a 20 percent decline in some cases, the steady

improvement from January onward shows that sentiment turned around quickly, and stocks weren't low for long enough to call it a bear market. A "correction" would be more accurate.

Similar pattern

As the chart illustrates, the construction equipment segment, as represented by the ACT Heavy Equipment Index (HEI), followed a similar pattern to the mainstream markets. However, it fell further in the final months of last year, and has not recovered as sharply as mainstream indicators. Whereas the Dow, NASDAQ and S&P 500 are 10 to 14 percent higher than they were a year ago, the ACT HEI is barely in positive territory.

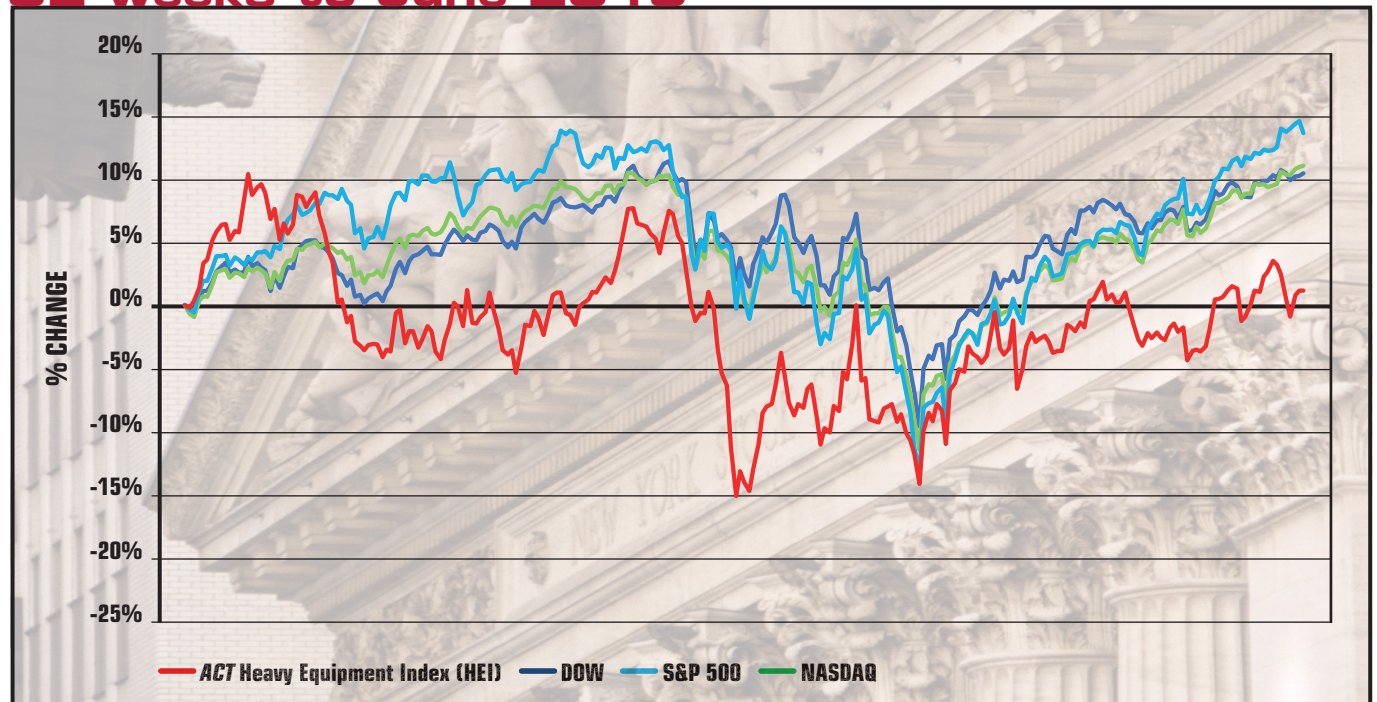
Factors that help the mainstream indicators – a strong domestic economy, fairly flat commodity prices and a benign outlook for interest rates – have less of a positive impact on construction equipment

makers. The more crucial aspect is global demand for their products. While this is expected to remain strong in 2019, the peak in sales and profitability has most likely passed. The key point is profitability, which is what underlies share prices.

The other point is that there are usually seasonal patterns in the stock market. One popular investment strategy is to sell in May and stay out of the market until the end of October. There is some credence in this, and there is often a market decline in May, followed by a four to five month trough.

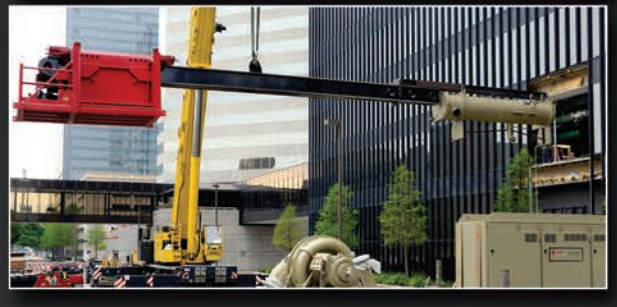
But that pattern wasn't seen last year, when markets continued to climb throughout the summer, with a series of record highs set before the peak at the end of August. It remains to be seen how 2019 will pan out. At the moment, with generally good economic conditions prevailing, the main issue to move the markets is the state of trade between China and the U.S. ■

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Operator solutions

A roundup of the latest remote-control systems for setup, rigging and operating cranes.

Remote control systems are common in the assembly and rigging of many different classes of cranes. These systems are used to deploy outriggers, rig counterweights and perform other crane setup operations.

Moreover, the industry is seeing more full crane operation by remote control. Small industrial cranes, boom trucks, tower cranes and telescopic crawler cranes are often operated via remote control. A variety of large-scale mobile cranes now feature remote control options.

Liebherr's mobile cranes that have the LICCON2 control system are now programmed as standard for the remote control of all crane movements. In many cases, remote control operation from outside the cab allows for clear lines of vision and proximity to the load.

Scanreco

Designed for heavy-duty use, Scanreco's Mini Transmitter is compact and easily customized to meet OEM and system integrator requirements, the company said. The Mini Transmitter can accommodate one to six linear levers or one to three joysticks, as well as several push buttons and switches. Operator feedback features include a high-performance color display, monochrome display or LEDs. Despite its compact footprint, the Mini's ergonomic design supports hours of daily usage without causing operator fatigue, the company said. The stop function conforms to performance level

“d,” (PL d) as specified in EN ISO 13849-1, a legally binding standard for safety-critical components of control systems.

The Mini Transmitter communicates with the corresponding receiver using a Scanreco protocol and a unique identity code, which guarantees that no other transmitter (Scanreco or other manufacturer) can activate the machine unintentionally. In the case of a damaged transmitter, the new unit can be easily connected and paired to the existing receiver. The units are locked like the prior version with no special programming required.

Scanreco Mini Transmitter features include frequency bands: 433-434 or 902-928MHz (other frequencies on request); an operating range greater than 100 meters or 330 feet, a 10 meter or 33-foot cable control; operational temperatures between -4 degrees F to +160 degrees F; and a protection category of IP65.

Scanreco is the leading supplier of professional radio remote control systems to international crane and machinery manufacturers. Since it was founded in Sweden in 1984, Scanreco has been developing and supplying safe, reliable radio remote control systems to OEMs around the world, according to the company.

“Scanreco transmitters and receivers are designed for heavy-duty usage, built to withstand vibration, extreme temperatures, and function reliably for years with little to no maintenance,” the company said. “Scanreco's never-stop technology is

at the heart of all its products.”

ELCA

ELCA has seen continued to growth in its markets in 2019, and is working on finalizing and launching new remote-control system projects.

ELCA's popular “E1 MIA” push



Scanreco's SCAN500 Mini Transmitter communicates with the corresponding receiver using a Scanreco protocol and a unique identity code.

button transmitter is selling well in markets around the world for bridge crane and other applications, including increasing requests for tandem or master slave formations, and other custom specifications, the company said. The E1 MIA won the IF Design Award in 2017.

Standard features include the ELCA interchangeable, powerful lithium battery pack with the “ELCA-Clip” programmable settings, standard feedback with potentiometer and a LED display version. Flexibility is increased by the addition of optional toggle or buttons, the company said.

“E1 radio technology has also been installed in other new transmitter designs that are focused on special sectors or applications that offer some of the most unique compact safety radio remote models on the market,” said Federica Zanella, who works in the ELCA Radio Command marketing department.

“E1 Vetta and E1 Pic are both super light, compact and effective waist portable radio systems, powered with a 20-hour lithium battery via the ELCA-Clip,” the company said. “They feature three or five toggles, up to nine on/off outputs, plus the possibility of an analog output for example, via potentiometer.”

The also company offers its existing line of joystick models and promises new products yet to be launched by the end of the year.



ELCA's E1 Vetta (above) and E1 Pic (right) are compact waist portable radio systems.

HBC-radiomatic's next generation spectrum series includes a new transmitter, the spectrum 4.

HBC-radiomatic

HBC-radiomatic, a global technology leader in the field of radio remote controls, has introduced a new generation of its spectrum controller series with updated radio technology, high performance color displays, enhanced safety and superior operator ergonomics, the company said. It includes a new transmitter known as the spectrum 4.

"The spectrum 4 offers a wide selection of additional features as well as powerful batteries that make it the perfect solution for large equipment," said Toni Bluemlein, office manager and marketing coordinator, HBC-radiomatic. "The new spectrum generation will continue the success of our best seller, which was started more than 30 years ago."

Key highlights include a new color display technology with spectrum A and spectrum B; Li-ion battery technology with enhanced operating times; battery exchange without work interruption by the radiomatic continuous power supply; radiomatic shock-off/zero-g/inclination switch; the safe release of operating elements by radiomatic touch-to-activate; and integrated flashlight and LED front panel lighting for low-light applications.

HBC-radiomatic also presents newly developed features for its live video feedback, radiomatic photon, which includes a two-camera selector switch and a portable solution with flexible use of live camera feedback at different locations.

The operator can place the camera wherever it is needed without any installation effort or cables. The camera can be positioned according to the working environment to provide the operator with the safest work area for optimum viewing. The radiomatic photon can be combined with numerous Orlaco camera options, including infrared models or solutions for special viewing angles.

Cervis

The Smart PG (Pistol Grip) is Cervis's flagship remote that is positioned as a leader in the mobile crane industry. With an array of component and display configurations, the Smart PG remote can be customized to customer-specific applications, the company said.

"The Smart PG remote is in a league of its own when it comes to durability,"



Using Direct Sequence Spread Spectrum (DSSS) and Channel Hopping Technology, the Smart PG is designed to operate in congested radio environments.



said Rafael Lozada, director of mobile sales, Cervis. "The rugged waterproof glass-filled polymer construction of the enclosure withstands the harshest, most rigorous environments. The sealed trigger design is like none other in the industry."

The Smart PG remote uses advanced sensor design specifically engineered to prevent Electromagnetic Interface (EMI), which has been known to trigger false output commands with other wireless controls."

The Smart PG easily commands digital, pulse-width-modulated or analog outputs as well as CAN Bus protocols of Smart Base Units, providing single-handed operation in an ergonomic layout.

Using Direct Sequence Spread Spectrum (DSSS) and Channel Hopping technology at 2.4GHz, the Smart PG is designed to operate in congested radio environments. If worksites prohibit wireless, the PG's umbilical cable option provides system communication to the receiver. All PG's use the tool-less wireless association feature for quick and easy pairing to a Smart Base Unit, Lozada said.

Other notable products within the Smart family of remotes designed for the mobile crane and related industries include the Mini Console Box (MCB) and Console Box (CB). Constructed from the same glass-filled polymer material, they are engineered to provide unparalleled performance, he said.

"Our remote-control product offerings with specific features and configurability are suited for hydraulic-controlled machinery," said Lozada.

Based in Pennsylvania, Cervis Inc.

is a product development and manufacturer of wireless remote solutions.

Magnetek

In the Flex VUE wireless control, Magnetek has combined a graphic display with a handheld transmitter to provide the advanced communications, configuration convenience and two-way feedback traditionally found in belly box transmitters.

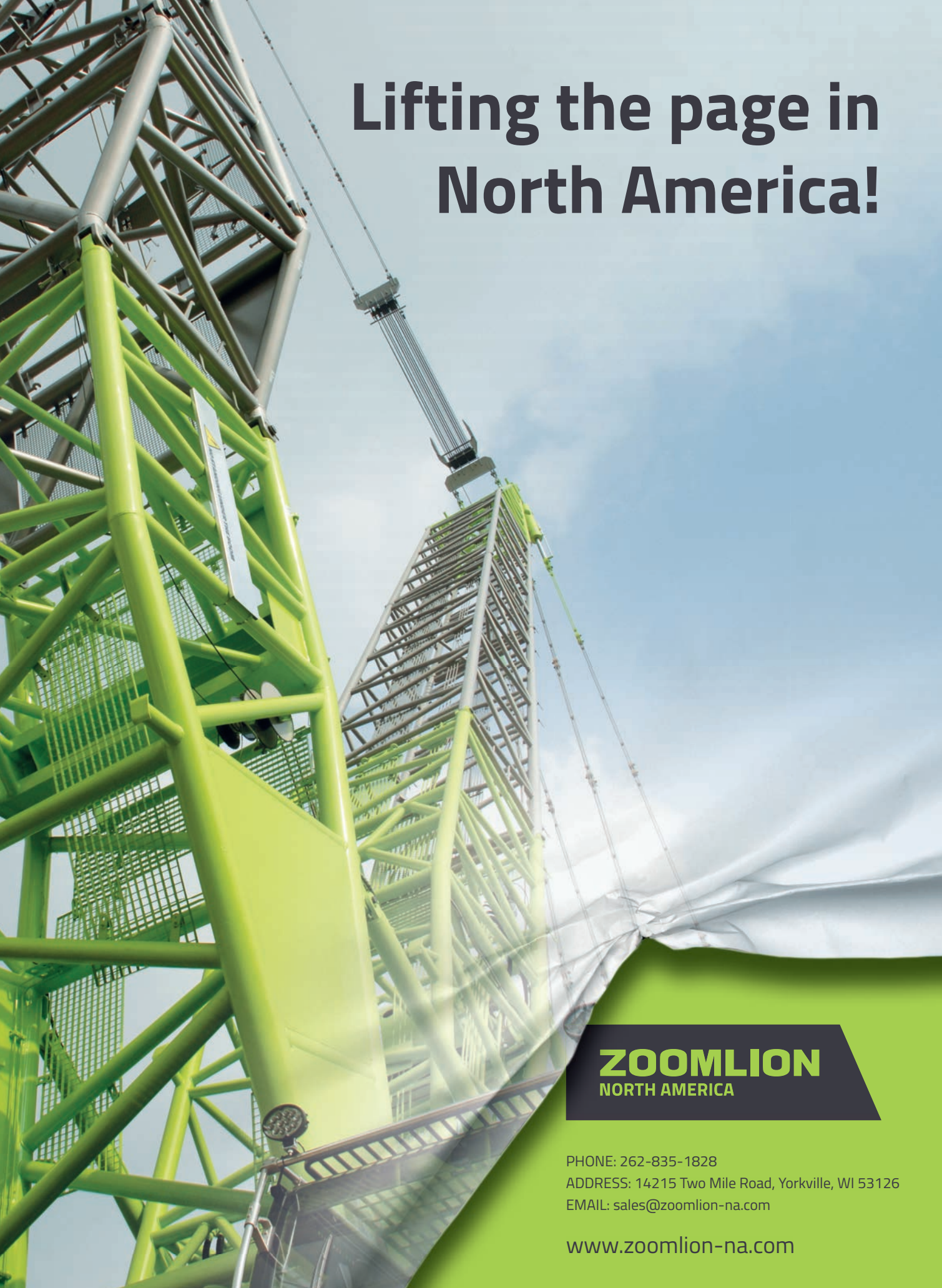
The high-resolution color display of the Flex VUE transmitter keeps operators informed of system status and diagnostics, including battery life, signal strength and warning symbols. These wireless controls are designed to customer specifications, reducing internal engineering and manufacturing costs and enhancing equipment performance, Magnetek said. Flex VUE – available in four, eight or 12-button configurations – can be combined with Magnetek's MHR Radio Controller to provide a total radio control system for operating mobile equipment.

"The MHR integrates the components of a radio receiver and hydraulic controller into a single unit, reducing cost and freeing up valuable space," the company said. "Magnetek's CAN-6 receiver is also compatible with Flex VUE, making adding remote control to hydraulically CAN-Bus-controlled machinery simple. The compact design is rugged enough to handle outdoor environments, and the quick response allows for precise control."

Customers can combine Flex VUE with the Flex M wireless receiver that features a modular plug-and-play design, similar to a PLC, and allows them to use the same type of receiver component for any size application, the company said. ■

Flex VUE can be combined with Magnetek's MHR Radio Controller to provide a radio control system for operating mobile cranes.





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John Garrison, Terex Corporation president and CEO, and **Steve Filipov**, Terex Cranes president, talked to **D. Ann Shifler** and **Alex Dahm** about what lies ahead for Terex following the sale of Demag and the boom truck business.

Terex goes



John Garrison, Terex Corporation president and CEO, left, and Steve Filipov, Terex Cranes president.

PHOTO: © ALEX DAHM

The industry's biggest business news story this year is the acquisition of Terex Corporation's Demag crane brand by Japanese crane manufacturer Tadano. From a customer point of view and from a Terex standpoint, what was the thinking behind this move and what will it mean for the future? John Garrison, Terex Corporation president and CEO, talked about the implications at the corporate level and Steve Filipov, Terex Cranes president, explained things from the crane angle.

WHAT IS TEREX WITHOUT DEMAG, WHAT WILL CHANGE AND WHAT WILL BECOME OF THE REMAINING ELEMENTS OF THE FORMER TEREX CRANES SEGMENT OF TOWER CRANES, ROUGH TERRAINS AND PICK AND CARRY CRANES?

JOHN GARRISON: In 2016 we introduced our Focus, Simplify and Execute to Win strategy. Focus was about really focusing our business portfolio on businesses that we really believe had a real opportunity to provide exceptional customer value.

Simplify was how we'd come together via 80 acquisitions over time and never really integrated it. We were very complex to deal with externally, so it's looking at how we can simplify doing business with us. We'll spend a lot of time and effort trying to simplify, by reducing legal entities, investing in IT and that sort of thing.

Then our Execute to Win. It is a competitive marketplace. What are the things you need to do to drive improvements? We picked three things; commercial excellence, strategic sourcing and life cycle solutions.

The strategy is going to be consistent going forward. With the sale of the Demag crane business, the focus element is principally complete. We've got two very strong businesses; we have our tower cranes business and our RT business. They enjoy good market positions and are profitable, remaining so in good times and bad. That gives you a solid platform to work off. It is an industry structure we think is conducive to being successful.

In the case of the Demag business with large crawler cranes, it is very project orientated, and with all terrain cranes there were four major competitors fighting in a very challenging market. The combination of Demag and Tadano gives them an opportunity to really challenge competitors. Combining those two businesses, I believe, is going to be best for

customers in the long term and it's going to be best for Demag team members and for the respective shareholders.

Steve's done a great job with Demag. We brought him in to correct it and fix it, and he's done a great job improving the business, but it's a business that fundamentally has consumed a lot of cash, and there are significant operating losses. By recognizing that perhaps the Demag business could have a better owner, we are now much stronger as a Terex enterprise going forward. We'll continue in the spaces that we're in. We'll continue to invest organically. I still think there's opportunity for that. If you look at our capital investment this year, we're investing \$145 million in the business, which is almost triple the historical average for Terex.

With Terex we're going to be smaller but we're going to be more focused, and we're going to be significantly more profitable, which then provides significantly more capability for us going forward. I don't believe our strategy needs to change. We're going to invest. One of our challenges in Demag was we went through periods when we didn't invest in the business.

There'll be an opportunity for us to look at inorganic growth, not in 2019, but in the future. As we demonstrate performance, we'll be able to deploy capital via acquisitions. It hasn't changed right now, but as we look forward, it wouldn't be unreasonable for us to look in those two spaces for potential opportunities.

“ By recognizing that perhaps the Demag business could have a better owner, we are now much stronger as a Terex enterprise going forward. ”

JOHN GARRISON, President/CEO, Terex Corporation

forward

WHAT ABOUT THE CRANE BUSINESSES YOU WILL BE LEFT WITH AFTER THE DEMAG SALE?

JG: Exactly, that's the other side of it. Our tower cranes and rough terrain crane businesses have different competitive dynamics. They have been profitable through the up and down cycle. We've got good product offerings.

Tower cranes, historically, is pretty much operated as an independent business anyway. There wasn't a lot of synergy between tower cranes and the other parts of the business. There is some on the technology side, but even there they went a different way with telematics; they didn't go with the IC-1 control system.

On the RT side Steve was doing a good job of bringing some of the Demag inside technology into RTs, so we'll have to modify that. It was a good leverage point that we'll have to modify for the RT strategy.

Both are strong businesses with good distribution, [are] profitable and worth investing in. We've got a capital program to expand the capacity of our tower crane business. They deserve to have the capital, and it will be a good return.

We're not in the big all terrain sector, we're in niche markets where we've got strong competitive positions. Likewise, with our Crespellano RT facility in Italy, they are good facilities, highly efficient and they do a good job.

WITH THE RT MARKET DOWN HOW CAN YOU DEVELOP IT OR TURN THE SITUATION TO YOUR ADVANTAGE?

JG: Our RT business is significantly challenged in North America and, if we're honest with ourselves, we didn't invest in where the market was going. Steve recognized it and we came out with the RT90 and RT100. Bigger cranes is where the market had moved. We hadn't invested, and we had stayed at the low end of the market and the market moved up.

We still will offer RTs into North America out of our Crespellano facility in Italy. We have good market share in Europe, and we have good market share in the Middle East. In the U.S., being the largest market, we didn't pay attention to the market needs. We ended up with a situation where we just didn't have the product and the amount of time, money and effort needed to get the product in a tough market and to recapture lost market share. We just decided that wasn't going to be a good investment. Steve has been in the crane business a long time and when he says, 'Hmm, I'm not sure that's a good bet,' I have to listen.

STEVE FILIPOV: This is all about focus. Had we not been successful with the turnaround at Demag, the alternatives for that business were far worse. As much as John says, the sale of Demag was a hard decision to make emotionally, good businesspeople have to take emotion out of business. The reality is Demag and Tadano was a case of one plus one equals three, and that makes a lot of sense.

For RTs it's a down market but there's a lot of opportunity for us. We have a full product portfolio. We're continuing to invest in more products in RTs, to continue to develop that business. Ten years ago it was a very good standalone business. It changed over time. Now what I'm focused on with John [Garrison] is how to stand up the RT business to be a global RT business and how to stand up global tower cranes, to continue to invest, because it was probably double

Tadashi Suzuki, Tadano director; Steve Filipov, Terex Cranes president; Koichi Tadano, Tadano president; and John Garrison, Terex president and CEO, mark the sale of Demag to Tadano at the Terex stand at Bauma 2019.

“ The sale of Demag was a hard decision to make emotionally, good business people have to take emotion out of business. The reality is Demag and Tadano was a case of one plus one equals three and that makes a lot of sense. ”

STEVE FILIPOV,
President, Terex Cranes

the size at the last peak and there's a lot of opportunity out there for us to get more market.

We've proven in the last two years, during the whole strategic change that we made in regaining industry leadership, that we're going to do two new tower cranes a year. We're doing that and we're going to continue with two new cranes a year for the next ten years in tower cranes.

JG: That's with a business that is half the size it was during the peak. It's still a very profitable business that can absorb the ebbs and the flows of the cyclicity and still remain profitable and returning well above its cost of capital. Therefore, we think it's worth continuing to invest, in both cases.

WHY DOES THE FRANNA PICK AND CARRY CRANE BUSINESS FIT BEST WITH MP?

JG: It fits better because there's overlap with customers down there where it is principally an Australian and a Southeast Asian product. A big element of the customers are in mining. We've got a good business down there.

There's not necessarily a natural fit for RTs and towers so we have those reporting separately to corporate. Those two businesses are about \$250 million. All the remaining businesses we're keeping have their operating margin in that nine to 10 percent operating margin range. They are all good, profitable businesses not at the peak of any cycle, and we think we can grow them. They can remain profitable in tough cycles.



DID TADANO LOOK AT ACQUIRING THE BOOM TRUCK AND RT BUSINESSES OUTSIDE THE DEMAG UMBRELLA?

JG: We had a process focused on the Demag business. If you look, one of the things that we didn't want to get into was any potential anti-competitive situation. Tadano has an RT business and truck cranes, so we probably would have run into potential issues there. At least potentially from an approval point of view, so we were just laser focused on Demag.

WHAT WOULD YOU LIKE TO SAY ABOUT THE DEMAG SALE TO TADANO AND HOW IS IT PROGRESSING?

JG: We have received German anti-trust approval, and we got that quickly. We are not anticipating any issues. Now it is just the execution of the strategy as we've laid out. We're trying to create value for everybody – customers, team members and shareholders.

It's all about really looking at your strategy in the dynamics of the marketplaces that you compete in and what you think is the best long-term opportunity to create value. Sometimes the best thing is to drive consolidation.



Koichi Tadano, Steve Filipov and John Garrison take questions at a joint press conference.

Industry structure will ultimately drive profitability, and in all terrain cranes and crawler cranes, consolidation is what the industry needed. The industrial logic is quite sound.

SF: I want to make sure that we send the message that the Demag teams have been successful. The two together can do a better job. It's going to be better. In this competitive marketplace, the business as usual message is consistent and important because we want to keep the competition away from our customers or team members and from trying to get at our business.

JG: We don't want that potential uncertainty, especially in this in-between period of time, to create doubt in customers' minds so that they make a different decision. It's really important to convey to the customers so they know it is business as usual and oh, by the way, when it gets combined, it's actually going to be better than business as usual.

Likewise, it will be business as usual in our tower cranes and RT businesses. We're going to grow those businesses. They are going to be good businesses going forward and we are excited about it. ■

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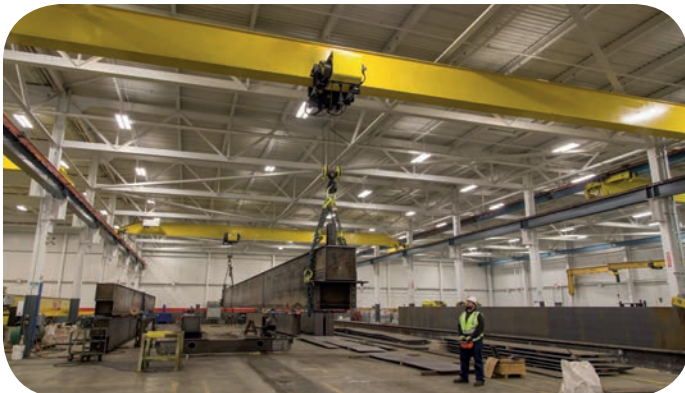
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A supreme machine

Hannah Sundermeyer reports on the top and growing markets for boom trucks.

Infamous for their versatility and performance across a wide spectrum of industries, boom trucks are multifaceted machines that provide cost-effective lifting solutions. And specifically, the niche markets that boom trucks dominate are interesting. *American Cranes & Transport* surveyed some of the leading boom truck companies to find out just how these machines stack up across the industry.

When asked about the top markets for boom trucks, Michael Toudjarov, sales and marketing coordinator at Manitex, listed oil and gas, utility maintenance and construction, taxi crane and delivery crane, general construction, residential construction, municipalities, tree care/arborist, sign installation and maintenance, road and bridge/transportation and mining.

However, outside of typical industry work, boom trucks can be found in many unexpected places.

Bob Ritter, product engineering manager at National Crane Boom Trucks, said the niche markets that he's most aware of are mobile lighting units for sporting events and concerts. Toudjarov echoed this sentiment, saying Manitex also sees boom truck usage for live sports.

"There are a lot of niche markets that I consider falling under the umbrella of



Manitex has had success with all boom truck classes, but as time goes on, it looks like customers are leaning towards 30-ton capacity and higher machines.

crane services, or the 'taxi crane' services," said Beau Grassl, sales manager, Giuffre Bros. Cranes. "Most of those companies seem to specialize in HVAC or roof trusses, but some have more unique specialties, like vehicle recovery, insulated wall panels, wells/pumps, concrete forms, road construction or industrial moving. Each area has a different size and set of options required, so Giuffre Bros. always tries to stay prepared to fine-tune any packages required by the end user."

John Lukow, senior vice president of cranes for Custom Truck One Source, added that the company sells and rents

boom trucks with baskets and remotes to handle working heights up to 215 feet for new construction and maintenance of non-energized power lines.

By the numbers

The range of capacity of boom trucks are what makes the machines adaptable to a variety of jobsites.

Manitex manufactures a variety of boom trucks from 17 to 70 tons. And while the company has had success in all of its classes, as time goes on, customers are leaning toward larger capacity machines, 30-tons and higher.

Manufacturing boom trucks ranging from 10 to 60 tons, National Crane has seen a growing popularity in both its stand up and swing seat lines.

"In our stand-up line, the NBT30H-2, 30 tons, has been a very popular new product launch in the last few years alongside the 800D, 23 tons, which has been a steady producer for many years," said Ritter. "In the swing seat line, the NBT50, 50 to 55 tons, and NBT40-1 Series, 36 to 45 tons, have been very popular machines for the last decade or more, and the new NBT50L



National Crane manufactures boom trucks ranging from 10 to 60 tons.

Top markets for Giuffre boom trucks are roofing, trees, signs, general lifting, steel construction, electrical/utility, oil and gas, HVAC, residential and civil construction.

Series, 50 to 55 tons, is off to a great start after launching earlier this year.”

For the most part, Giuffre Bros. deals with boom trucks anywhere from 10 to 50 tons. The company also rents boom trucks anywhere from 19 to 35 tons.

“The mid-sized units 23 to 30 tons continue to be our ‘bread and butter,’” said Grassl. “They just offer a lot of performance for the price point in comparison to the other classes.”

Load King, a wholly owned subsidiary of Custom Truck One Source, produces boom trucks with a capacity from 10 to 80 tons. Lukow stated that the most popular cranes range from 33 to 80 tons. Within that class the industry’s most popular machines are the 40 to 45-ton class. Custom Truck One Source tends to specialize in longer boom machines within its markets.

Versatile lifecycle

Crane lifecycle is very much dependent on operator use and his or her ability to maintain the crane. This being said, Toudjarov mentioned that boom trucks are known to have even been re-mounted on new chassis for continued use.

“Life cycle turnover really depends on the owner of the boom truck,” said Ritter. “Companies with rental fleets will generally rent a machine for three to five years before selling it off as a used piece of equipment. Many owner/operators or smaller companies can buy a machine and use it for 10 to 15 or more years before trading it in on a new machine. It really depends on the application and amount of use the machine has and the buying habits of the owner.”

The economic life of a boom truck is 10,000 hours or 25 years if it is properly maintained. Lukow added that crane owners would generally look to replace a crane about every 10 years to take

Boom truck news

In April, Terex Corporation sold its boom truck, truck crane and crossover product lines to Load King, a subsidiary of Custom Truck One Source. Included in the transaction were the assets and parts business associated with these product lines.



Kuehn's Crane Service utilizes a National Crane NBT55L.

advantage of newer benefits and features.

“I’d say that 20-year mark is about average for a boom truck, although many companies turn their equipment over in five to 10 years,” said Grassl. “We still see lots of 20 to 30-year-old units too, but a vast majority end up leaving the country, going places where the inspection standards are more relaxed than OSHA.”

A balancing act

Unfortunately, the usage and adaptability of boom trucks also comes with its fair share of obstacles in terms of permitting, operating and road laws.

“The challenges with boom trucks today boils down to a series of balancing acts,” said Ritter. “One balancing act can be achieving the highest rated capacity and best overall load chart versus making the machine light enough to maintain mobility. This mobility or ‘roadability’ is critical to the end customer’s acquisition cost, i.e. truck specification, and to their operational cost if permitting is required.”

Grassl stated that the challenge that comes to mind immediately is the new law requiring all operators to be certified.

“The larger industry associations have done a good job keeping their companies informed on what it all meant, but in some of the smaller markets, a lot of customers of been caught off guard by this,” said Grassl. “I’ve talked to dozens of owners, foremen and supervisors who have had to reconsider their need

to own equipment and employ their own operators. On top of the NCCCO/ OSHA federal guidelines, there are a lot of geographic areas in which local government or unions add even more red tape. Naturally, I haven’t talked to many owners who are excited about this. Also, the endless government turmoil of late seems to have hurt the confidence of buyers a bit. There is just a lot of uncertainty in which direction municipal, state and federal contracts are headed.”

According to Lukow, properly configuring both the crane and truck to meet all the road laws for each jurisdiction is one of the biggest challenges associated with boom trucks.

“As we have moved into larger units, this has become more and more difficult and requires creativity and a deep understanding of the truck options available,” Lukow said. “Boom truck manufacturers need to move to larger capacities and longer booms while keeping the mounted unit roadable. The new emissions standards are creating difficulties around re-gen, truck interface, and PTO-modes because the system is more well suited for over-the-road applications. Manufacturers have also blurred the lines between ASME B30.5 and A92.2 standards with dual-rated machines. This has created confusion in the marketplace around operator responsibilities. The boom truck industry should work to clarify the application of these standards. According to ANSI, no machine can truly meet both standards. ■

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Power full!

American Cranes & Transport presents its 14th annual **ACT100** Index of North America's top crane-owning companies.



PHOTO COURTESY OF BAY CONSULTING

The 2019 **ACT100** Index weighed in at more than 2.6 million tons with 10 new companies.

BY THE NUMBERS

EMPLOYEES	35,486
BRANCHES	730
MOBILE CRANES	16,347
CRAWLER CRANES	3,198
TOTAL CAPACITY	2,618,656 tons
SCOPE OF OPERATION:	
REGIONAL	58
NATIONAL	28
WORLDWIDE	20
NEWCOMERS TO THE LIST	10

The American Cranes & Transport **ACT100** Index of North America's top crane-owning companies saw substantial growth over the past year. The top 100 companies added 182,796 tons of capacity for a total capacity of 2,618,656 tons. For the second year in a row, the **ACT100** charted growth in almost every category we rank.

In 2018 the **ACT100** index was 2,495,860 tons and it was 2,365,977 tons in 2017. This growth can be attributed to three factors: sustained economic growth in North America, mergers/acquisitions by the top 10 companies on the list and the addition of several new,

higher capacity cranes by the larger-scale companies.

This year the number of branches fell from 738 last year to 725 this year. While there was strong growth for new locations and branches among the top 25 companies on the list, there seemed to be a retrenching by the lower 75. While companies may have consolidated, employee growth was quite healthy. Total employees in 2019 is 35,486 as compared to 31,907 workers in 2018 and 29,287 in 2017. Still the **ACT100** has not reached the peak we saw in 2015 of 37,040 workers.

In 2018 our **ACT100** reported 3,113

Top 10 largest crawler fleets

RANK 2019	COMPANY NAME	HQ	WEBSITE	CRAWLER FLEET
1	Maxim Crane Works	USA	maximcrane.com	505
2	Lampson International	USA	lampsoncrane.com	389
3	ALL Family of Companies	USA	allcrane.com	341
4	Bigge Crane and Rigging Company	USA	bigge.com	224
5	Sterling Crane	Canada	sterlingcrane.com	150
6	Buckner HeavyLift Cranes	USA	bucknercompanies.com	141
7	Mammoet Americas	USA/Canada	mammoet.com	136
8	J.F. Lomma Inc.	USA	jflommainc.com	108
9	W.O. Grubb Inc.	USA	wogrubb.com	76
10	Scott-Macon Equipment	USA	smequipment.com	60

ACT100 2020

Submit information for the 2020 **ACT100** by emailing: d.annshiffler@khl.com or hannah.sundermeyer@khl.com.

RANK 2019	RANK 2018	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
1	1	Maxim Crane Works	USA	55	3,615	Worldwide	Bryan Carlisle, CEO
2	3	Bigge Crane and Rigging Company	USA	18	1,100	National	Weston Settlemier, President/CEO
3	2	ALL Family of Companies (ALL Erection & Crane Rental)	USA	36	1,600	Worldwide	Michael L. Liptak, President
4	4	Lampson International	USA	8	300	Worldwide	William Lampson, President
5	5	Mammoet Americas	USA/Canada	23	1,500	Worldwide	Paul van Gelder, CEO
6	6	TNT Crane & Rigging	USA	43	1,700	National	Mike Appling, CEO
7	7	Barnhart Crane & Rigging	USA	47	1,450	National	Alan Barnhart, CEO
8	8	Buckner HeavyLift Cranes	USA	4	250	Worldwide	Doug Williams, CEO
9	9	W.O. Grubb	USA	15	488	National	Michelle Grub, CEO
10	10	Deep South Crane & Rigging	USA	8	700	Worldwide	Mitch Landry, President
11	18	Beyel Brothers Inc.	USA	8	362	Regional	Joseph D. Beyel, President
12	12	Sterling Crane*	Canada	35	1,500	Worldwide	Arnold Mabee, President
13	13	J.F. Lomma Inc.	USA	8	185	Worldwide	James Lomma, President
14	14	Bragg Crane Service	USA	13	650	National	Mike Roy, Executive Vice President
15	16	ML Crane Group	USA	24	623	National	Scott Wilson, President
16	15	Guay Inc.	Canada	20	500	National	Jean-Marc Baronet, President
17	11	NCSG Crane and Heavy Haul	Canada	11	400	National	Andy Fraser, President/CEO
18	17	Sterett Crane & Rigging	USA	8	120	National	Jonathan Spong, President
19	19	Scott-Macon Equipment	USA	9	200	Worldwide	Robert B. Dimmitt, Executive Vice President
20	23	Mountain Crane Service	USA	4	160	National	Paul Belcher, Owner/CEO
21	20	Marco Crane & Rigging	USA	6	210	National	Dan Mardian, Jr., President
22	NEW	Berry Contracting	USA	6	3,500	Worldwide	Berry Peterson, Vice President
23	21	Imperial Crane Services	USA	5	250	Worldwide	B.J. Bohne, President/CEO
24	22	Stevenson Crane Service	USA	4	198	Worldwide	Donna Stevenson, President
25	25	Entrec Corporation	Canada	11	580	National	John Stevens, President/CEO
26	24	H&E Equipment Services	USA	30	2,500	National	Cary Burr, Senior Vice President of Cranes
27	38	CraneWorks Inc.	USA	9	115	Worldwide	Keith Ayers, CEO
28	NEW	Mr. Crane	USA	3	140	National	Andy M. Steinberg, President & CEO
29	28	NessCampbell Crane + Rigging	USA	9	100	Regional	John Anderson, President
30	30	Northwest Crane Service	USA	8	140	National	Andy Hodges, President
31	32	Circle 8 Crane Services	USA	6	253	Regional	Bryan Ericson, President
32	42	Capital City Group	USA	6	225	Regional	Brian Gibson, President/CEO
33	31	Joyce Crane	USA	6	165	Regional	Joe Bob Joyce, President
34	29	Kelley Equipment of Florida	USA	3	160	Regional	Daniel H. Gold, CEO
35	27	Dozier Crane	USA	3	45	Worldwide	Dozier Cook, President
36	40	Dielco Crane Service	USA	1	111	Regional	David Dieleman, President
37	26	Custom Truck One Source	USA	26	1,500	National	Fred Ross, President
38	37	Big B Crane	USA	2	132	Regional	Daniel Basden, President
39	34	Laramie Equipment*	USA	2	65	Worldwide	Jeff Laramie, Vice President
40	33	Irving Equipment	Canada	7	140	National	Andrew Miller, Director of Bus. Development
41	35	Fagioli Inc.	USA	4	124	Worldwide	Edoardo Ascione, President
42	36	Barcelona Equipment	USA	1	60	Regional	Bob Steiner, President
=43	39	Southwest Industrial Rigging*	USA	4	172	National	Harry Baker, President
=43	55	Kirby-Smith Machinery	USA	11	400	National	Rickey Bailey, Vice President Crane Division
44	41	Digging and Rigging	USA	6	226	Regional	James Gregory, Sr., President

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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
maximcrane.com	2,715	505	Manitowoc 31000	2,535	698,535
bigge.com	927	224	Liebherr LR 11000	1,100	180,858
allcrane.com	1,903	341	Manitowoc 21000	1,000	173,733
lampsoncrane.com	69	389	Lampson Transi-Lift LTL-3000	3,000	125,615
mammoet.com	528	136	Mammoet PTC 200	5,000	99,689
tntcrane.com	621	49	Liebherr LTM 1750-9.1	900	89,911
barnhartcrane.com	466	45	Demag CC8800	1,375	72,512
bucknercompanies.com	12	141	Liebherr LR 11350-P	2,000	70,834
wogrubb.com	284	76	Liebherr LR 1750/2	825	58,199
deepsouthcrane.com	241	26	VersaCrane TC 36000/2	3,000	57,525
beyel.com	179	50	Manitowoc 21000	1,000	54,754
sterlingcrane.com	850	150	Demag CC8800	1,375	50,000
jflommainc.com	158	108	Manitowoc 18000 w/Maxer	826	46,855
braggcrane.com	337	34	Liebherr LR 1750/2	825	44,604
mlholdingscranegroup.com	283	27	Liebherr LTM 1500	625	40,093
gruesguay.com	430	22	Liebherr LTM 11200-9.1	1,500	38,447
ncsg.com	218	30	Liebherr LTM 11200-9.1	1,350	36,839
sterettcrane.com	148	41	Demag CC2800-1	660	28,870
smequipment.com	453	60	Demag AC200	240	27,170
mountaincrane.com	69	43	Liebherr LR 11000	1,100	24,239
marcocrane.com	193	26	Grove GMK 7550 w/Megawing	550	22,753
bayltd.com	83	19	Liebherr LTM 11200-9.1	1,323	20,300
imperialcrane.com	195	33	Liebherr LTM 1500	600	19,000
stevensoncrane.com	161	26	Manitowoc 18000 w/Maxer	826	18,973
entrec.com	198	21	Liebherr LR 1750	826	18,640
he-equipment.com	265	0	Grove RT 9150	150	17,500
crane-works.com	470	1	Demag AC220-5	245	16,222
mrcrane.com	68	24	Manitowoc 2250 w/Maxer	500	14,598
nesscampbell.com	95	5	Liebherr LTM 1500-8.1	600	14,578
northwestcraneservice.com	35	7	Liebherr LR 11000	1,200	14,540
circle8services.com	87	0	Grove GMK 7550	550	14,020
ccgroup-inc.com	115	24	Grove GMK 7550	550	13,771
joycecrane.com	88	1	Liebherr LTM 1750-9.1	900	13,698
kelleyequipment.com	54	33	Demag AC500-2	600	13,650
doziercrane.com	82	47	Liebherr LR 1400-7.1	440	13,390
dielcocrane.com	63	14	Liebherr LR 1600	660	12,801
customtruck.com	275	13	Sany SCC8150	165	12,600
bigbcrane.com	37	44	Manitowoc MLC 300	386	12,266
laramiecrane.com	53	31	Demag AC 1200	500	12,150
irvingequipment.com	85	15	Liebherr LR 1600/2	660	12,115
fagioli.com	12	14	Liebherr LR 11350	1,500	11,248
barcelonacrane.com	51	40	Tadano ATF 400G-6	450	11,237
swirusa.com	90	9	Grove GMK 7550	500	10,294
kirby-smith.com	155	12	Grove RT9130E-2	130	10,294
digrig.com	83	2	Liebherr LTM 1750-9.1	900	10,175

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RANK 2019	RANK 2018	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
45	43	Exact Crane and Equipment*	USA	1	17	Worldwide	Jack Swan, President
46	48	CraneWorks	USA	3	180	Regional	David Upton, Owner
47	44	Wagstaff Crane Service*	USA	3	89	Regional	Jim Wagstaff, President
48	47	Edwards Inc.	USA	5	540	Regional	Jamie Ezzell, Crane Division Manager
49	46	Vic's Crane & Heavy Haul*	USA	4	200	Regional	Josh Horsch, Vice President
50	53	Ideal Crane Rental	USA	6	100	Regional	Robert Kalhagen, President
51	49	R.H. Marlin Inc.	USA	1	70	Regional	Joe Fox, Vice President
52	50	Boss Crane & Rigging	USA	4		National	David Cowley, President
53	51	Burkhalter Rigging*	USA	5	150	Worldwide	Delynn Burkhalter, CEO
54	52	Erickson's	USA	4	65	Regional	Steve Erickson, President
55	54	Thackray Crane Rental	USA	5	135	Regional	Mark Thackray, Operations/Safety Director
56	58	Viant Crane	USA	2	20	Regional	David M. Lemke, President/COO
57	62	Blue Hat Crane	USA	4	100	National	Patrick Leis, Logistics Operations Director
58	57	Giuffre Bros. Cranes	USA	4	36	Worldwide	Todd Proctor, Branch Manager
59	59	Allison Crane & Rigging*	USA	4	200	National	Larry Allison Jr., President
60	60	Budrovich Contracting	USA	3	100	Regional	Eric Struckhoff, Vice President
61	63	Hill Crane Service	USA	2	120	Regional	Ronald Hill, Vice President
62	61	J J Curran Crane	USA	1	44	Regional	Jeff Curran, President
63	71	G. A West/Legacy Equipment	USA	5	1,100	National	Gary A. West, President
64	65	Alamo Crane Services	USA	2	70	Regional	Marvin Ohlenbusch, COO
65	74	Axis Crane*	USA	3	110	Regional	Alex Clark, Senior Vice President
66	NEW	Padgett Inc.	USA	1	175	Regional	R. James Padgett, Vice President
67	67	Connelly Crane Rental	USA	3	49	Regional	Michael Connelly, President
68	NEW	Solley Equipment & Rigging	USA	3	49	Regional	Ronnie Solley, Owner
69	66	Crane Service Company	USA	5	157	Regional	Brian Mazzella, Vice President
70	70	Atlas Crane Service	USA	3	48	Regional	Zach Prentis, President
=71	68	Wanzek Construction	USA	2	650	National	Bryce Peterson, Director
=71	69	JPW Companies	USA	1	100	National	Dave Schwalm, Executive Vice President
72	NEW	Reliable Crane Service	USA	2	95	Regional	Darrell Shaw, CEO
73	73	Landwehr Construction	USA	2	200	National	Pat Herron, Crane Manager
74	56	Clark Rigging & Rental	USA	3	65	Regional	David F. Clark, President
75	77	A Quick Pick Crane Service	USA	1	40	Regional	Scott Schrade, President
76	72	A.M.E Inc.	USA	4	150	National	Jeff Campbell, President
77	75	McRay Crane & Rigging	USA	1	62	Regional	Calvin Jones, Executive Director
78	89	I.B. Dickinson & Sons	USA	3	45	Regional	Donald Dickinson, President
79	87	Mansfield Crane Service	USA	2	38	Regional	Trapper Wyman, Owner
=80	76	General Steel Crane & Rigging*	USA	3	44	Regional	Jeff Noland, President
=80	81	Custom Service Crane	USA	5	48	Regional	Randy Huffman, Vice President
81	NEW	Texas Crane	USA	2	40	Regional	Tony Turner, Owner
82	78	JK Crane	USA	1	15	Regional	Mark Kerstner
83	79	Anglemyer Crane	USA	1	35	Regional	John Anglemyer, Secretary/Treasurer
=84	80	Tim's Crane & Rigging*	USA	1	28	Regional	Tim Marshlick, President/CEO
=84	83	Omega Morgan	USA	3	250	Regional	Troy Tallent
85	85	Taylor Crane & Rigging	USA	2	84	National	Jim C. Taylor, Jr., President
86	88	Greiner Industries	USA	2	300	Regional	Frank Greiner, Owner
87	86	Industrial Truck & Crane	USA	1	20	Regional	Soni Graff, President

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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
exactcrane.com	120	20	Manitowoc 16000	440	10,000
craneworks.com	183	2	Liebherr LTM 1400-7.1	500	9,600
wagstaffcrane.com	69	2	Liebherr LTM 1750-9.1	900	9,500
edwardsinc.com	106	2	Demag AC 500-2	600	9,000
vicscrane.com	65	6	Demag CC2800 w/superlift wagon	660	8,538
idealcranerental.com	79	11	Liebherr LTM-1450 8.1	550	7,853
rhmarlin.com	72	13	Grove GMK 7550	550	7,500
bosscrane.com	16	16	Liebherr LTM 1750-9.1	900	7,423
burkhalter.net	20	17	Liebherr LR 1600/2	660	7,250
ericksonsgr.com	23	9	Liebherr LTM 1750	827	7,148
thackraycrane.com	130	7	Liebherr LTM 1400-7.1	500	6,561
viantcrane.com	38	10	Manitowoc MLC300 Series III	386	6,019
bluehatcrane.com	41	13	Grove GMK 7550	550	5,955
giuffre.com	213	0	Liebherr LTM 1090/2	110	5,900
allisoncrane.com	34	4	Tadano ATF 400G-6	450	5,600
budrovich.com	53	5	Grove GMK 7550	550	5,404
hillcrane.com	45	0	Liebherr LTM 1400-7.1	500	5,286
jjcurran.com	58	0	Grove GMK 6400	450	5,270
gawest.com	29	15	Manitowoc 16000 w/Maxer	440	5,020
alamocrane.com	39	0	Liebherr LTM 1500-8.1	600	4,688
axiscrane.com	23	5	Grove GMK 7550	550	4,600
padgett-inc.com	43	8	Grove GMK 6300L	350	4,566
connellycrane.com	54	9	Liebherr LTM 1300-1	360	4,527
solley.com	40	2	Liebherr LTM 1400-7.1	500	4,408
craneserviceco.com	29	3	Liebherr LTM 1450-8.1	550	4,254
atlascraneserviceinc.com	36	0	Liebherr LTM 1450-8.1	550	4,000
wanzek.com	14	9	Demag CC3800	715	3,840
jpwcompanies.com	30	7	Terex AC500-2	600	3,840
reliablecraneservice.com	28	0	Grove GMK 7550	550	3,694
landwehrconstruction.com	18	5	Demag AC 350/6	400	3,635
clarkrigging.com	44	3	Demag AC 350-6	400	3,200
aquickpickcrane.com	28	3	Liebherr 1350 6.1	400	3,074
ameonline.com	24	0	Grove GMK 7550	550	2,848
mcraycrane.com	25	0	Grove GMK 6300L	350	2,795
ibdickinson.com	21	0	Liebherr LTM 1400-7.1	500	2,668
mansfieldcrane.com	15	2	Grove GMK 6350L	350	2,575
www.gen-steel.com	26	0	Grove GMK 6400	450	2,565
customservicecrane.com	33	0	Grove GMK 5275	275	2,565
texascrane.com	18	0	Liebherr LTM 1250-6.1	300	2,526
jkcrane.com	17	2	Manitowoc GMK 7550	550	2,385
anglemyercrane.com	26	1	Grove GMK 6350	350	2,340
timsrane.com	22	3	Terex AC250-1	300	2,000
Omegamorgan.com	12	0	Grove GMK7550	550	2,000
taylorcrane.com	22	2	Liebherr LTM 1220-5.2	265	1,909
greinerindustries.com	12	0	Demag AC 500-8	600	1,695
itccrane.com	19	0	Grove GMK 6300L	350	1,669

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RANK		COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
2019	2018						
88	NEW	CP Ward Crane Service	USA	2	30	Regional	James Abbey, Crane & Rigging Manager
=89	92	Benchley Contracting & Rental Corp.	USA	2	15	Regional	Brian Benchley, Vice President
=89	96	PSC Crane & Rigging Inc.	USA	2	150	Regional	Randy Sever, Executive Vice President
=90	90	Rozell Industries*	USA	6	200	Regional	Gordon Nygaard, Manager
=90	91	Diamond Steel Construction*	USA	1	50	Regional	David L. Collins, President
91	93	D C. Crane	USA	1	15	Regional	Daniel Connor, President
92	97	Iron Stag Crane Service	USA	1	24	Regional	Ned Eisenhart, President
93	95	Modern Construction/ Modern Crane & Rigging	USA	1	15	Regional	Dwayne Scaif, President
94	94	J Crane Inc.	USA	1	27	Regional	Jack Stull, President
95	99	Waggoner Equipment Rental	USA	1	36	Regional	Alana Yount, Operations Manager
96	98	Davco Ltd.	CANADA	2	100	Regional	David Faas, President
97	98	Patriot Crane & Rigging	USA	1	95	Regional	Scott Shamburg
98	100	Runnion Equipment Company	USA	2	40	Worldwide	Michael F. Prochot, President
99	NEW	Carl Belt Group	USA	2	12	Regional	David J. Madden, COO
100	NEW	Advanced Rigging & Moving	USA	1	30	Regional	Matthew Hinty, President

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crawler cranes, as compared to this year's 3,198, a net gain of 85 crawlers. Last year this category was down by 111 units over 2017, so there seems to have been an improvement in new crawler sales.

This year there were 16,347 mobile cranes on the **ACT100** as compared to 15,944 last year, a net gain of 403 units. There were 15,579 units in 2017. Last year 365 new mobile cranes were added.

This year's **ACT100** has 106 companies on the list due to six ties in **ACT** index.

For the 14th time, Maxim Crane Works is Number 1 on the **ACT100** with an **ACT** index of 698,535, up from 693,464 tons total capacity last year. Maxim is still in an acquisition mode, for both new cranes and companies. Maxim shows a total crane fleet of 3,229, which includes 2,715 mobile cranes and 505 crawlers. Last year the company reported 3,145 cranes – 2,650 mobile units and 495 crawlers.

A significant change on the list is that Bigge Crane & Rigging jumped to the Number 2 spot, eclipsing ALL Erection, which has been in that spot for many years. Bigge has long been in the top five on the **ACT100**, jumping from 4 to 3 last year. This year Bigge reports a total crane fleet of 1,151 cranes and an **ACT** Index of 180,858.

While ALL did see an increase in total

fleet to 2,244, well above that of Bigge, the company's **ACT** Index is 173,733. The conclusion to draw here is that Bigge's fleet consists of higher capacity units.

The top five rounded out with Lampson International at Number 4 and Mammoet Americas at Number 5, the same as in 2018.

Mergers and acquisitions continue to impact the **ACT100**, and we saw several major firms swept up this year. Marmon Holdings, Barnhart, Maxim and Bigge appear to have led the acquisition and merger activity over the past year.

NCSG Crane & Heavy Haul descended from 11 to 17 this year. NCSG has undergone some significant changes over

the past couple of years and recently sold one of its divisions, which may account for the drop. The top 25 pretty much stayed the same with Berry Contracting entering the list at Number 22.

The largest crawler crane fleet in North America again belongs to Maxim Crane Works with 505, up 10 units from last year. Maxim also has the largest mobile crane fleet with 2,715 units followed by ALL Erection with 1,903 mobile crane units.

The largest crane on the **ACT100** is Mammoet's 5,000-ton capacity PTC 200 DS. Other heavy lift cranes on the **ACT100** are the 3,000-ton capacity Lampson LTL-3000, the 2,535-ton

Top 10 largest mobile fleets

RANK	COMPANY NAME	HQ	WEBSITE	MOBILE FLEET
2019				
1	Maxim Crane Works	USA	maximcrane.com	2,715
2	ALL Family of Companies	USA	allcrane.com	1,903
3	Bigge Crane and Rigging Company	USA	bigge.com	927
4	Sterling Crane	Canada	sterlingcrane.com	850
5	TNT Crane & Rigging	USA	tntcrane.com	621
6	Mammoet Americas	USA/Canada	mammoet.com	528
7	CraneWorks Inc.	USA	crane-works.com	470
8	Barnhart Crane & Rigging	USA	barnhartcrane.com	466
9	Scott-Macon Equipment	USA	smequipment.com	453
10	Guay Inc.	Canada	gruesguay.com	430



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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
cpwardcrane.com	15	1	Grove GMK 6350	350	1,553
benchleycrane.com	13	0	Liebherr LTM 1350-6.1	400	1,405
pscind.com	14	0	Liebherr LTM1250	300	1,405
rozellind.com	11	0	Tadano ATF 400G-6	450	1,400
diamondsteel.com	28	0	Grove GMK 275	275	1,400
dccrane.com	12	5	Link-Belt LS 218HSL	110	1,395
ironstagcrane.com	10	0	Grove GMK 6300L	350	1,345
moderncrane.com	12	1	Grove GMK 5275	275	1,230
jcrane.com	10	0	Grove GMK 5275	275	1,204
waggoner.com	31	0	Grove RT9130E	130	1,023
davcoltd.com	14	2	Link-Belt ATC3250	250	965
patriotserviceinc.com	8	3	Link-Belt 3275	275	960
runnionequipment.com	54	0	National NBT40	40	825
thebeltgroup.com	10	0	Demag AC 1200	120	590
advanced-rigging.com	9	0	Grove 1012	18	134

capacity Manitowoc 31000 owned by Maxim and the 2,500-ton TC-36000 Versa Crane owned by Deep South Crane & Rigging. In the top 10 largest capacity cranes, Liebherr had the most on the list with eight. The Liebherr LR 11000 appears to be the most popular heavy lift crane on the **ACT100**.

In terms of the most popular cranes in the category of largest crane in fleet, the Manitowoc and Liebherr brands are tied. There are 39 Manitowoc, Grove or National branded cranes and 39 Liebherr

branded cranes listed as the largest crane in fleet. There are 16 Demag models, three Tadanos, three Link-Belts and one Sany. The most popular crane is the Manitowoc Grove 7550 with 10 companies reporting that this is the largest crane in their fleet. In some cases differing capacities were listed for the same machines. We rely on the information supplied to us in determining these capacities; rigging variables can change these numbers. The most discrepancy was with the Liebherr LR LTM 11200-9.1.

Our methodology

For this list we sent surveys to close to 500 companies in the U.S., Canada and Mexico. While the **ACT100** is much more comprehensive than it was when we started it 14 years ago, we realize there are probably 10 to 15 major crane-owning companies not represented on the **ACT100**. Some companies do not want to share information about their fleets and we respect their decision.

You will see an asterisk by a handful of companies. For these entries, we didn't necessarily get updated information and instead relied on an estimate formula based on data obtained last year and through other sources. All of these companies on the list were contacted, some several times, and given the opportunity to supply fleet information and related data.

As stated previously, in the largest crane category, different capacities may be listed for the same machine. We rely on the information supplied to us in determining these capacities as rigging variables can change the capacity of the crane.

Because the vast majority of crane-owning companies are privately held, it can be difficult to obtain and verify figures, although we do approach independent industry sources for assistance and use related web resources

Top 10 largest cranes

RANK 2019	COMPANY NAME	LARGEST CRANE	CAPACITY
1	Mammoet Americas	Mammoet PTC 200	5,000
2	Lampson International	Lampson Transi-Lift LTL-3000	3,000
2	Deep South Crane & Rigging	VersaCrane TC 36000/2	3,000
3	Maxim Crane Works	Manitowoc 31000	2,535
4	Buckner HeavyLift Cranes	Liebherr LR 11350-P	2,000
5	Guay Inc.	Liebherr LTM 11200-9.1	1,500
5	Fagioli Inc. (USA)	Liebherr LR 11350	1,500
6	Barnhart Crane & Rigging	Demag CC8800	1,375
6	Sterling Crane*	Demag CC8800	1,375
7	NCSG Crane and Heavy Haul	Liebherr LTM 11200-9.1	1,350
8	Berry Consulting	Liebherr LTM 11200-9.1	1,323
9	Northwest Crane Service	Liebherr LR 11000	1,200
10	Bigge Crane and Rigging Company	Liebherr LR 11000	1,100
10	Mountain Crane Service	Liebherr LR 11000	1,100



Top 20 largest fleet size

RANK 2019	ACT 100	COMPANY NAME	ACT INDEX	TOTAL FLEET
1	1	Maxim Crane Works	698,535	3,220
2	3	ALL Family of Companies	173,733	2,244
3	2	Bigge Crane and Rigging Company	180,858	1,151
4	12	Sterling Crane*	50,000	1,000
5	6	TNT Crane & Rigging	89,911	670
6	5	Mammoet Americas	99,689	664
7	19	Scott-Macon Equipment	27,170	513
8	7	Barnhart Crane & Rigging	75,512	511
9	27	CraneWorks Inc.	16,222	471
10	4	Lampson International	125,615	458
11	16	Guay Inc.	38,447	452
12	14	Bragg Crane Service	44,604	371
13	9	W.O. Grubb	58,199	360
14	15	ML Crane Group	40,093	310
15	37	Custom Truck One Source	12,600	288
16	10	Deep South Crane & Rigging	57,525	267
17	13	J.F. Lomma Inc.	46,855	266
18	26	H&E Equipment Services	17,500	265
19	17	NCSG Crane and Heavy Haul	36,839	248
20	11	Beyel Brothers	54,754	229

and research when we use an estimate.

Disclaimer

We rely on the integrity of the companies

that participate, wholly assuming that the information they provide is accurate and truthful to the best of their knowledge.

We work to insure the accuracy of

ACT Top Lists

American Cranes & Transport presents four top lists each year. In our June issue is the largest list, the **ACT100** list of North America's largest crane-owning companies. In the August issue is the **ACTTOWERCRANE50**; in the December issue is the **ACTTRANSPORT50** and in the March issue is the **ACTSPECIALIZED LIFTING50**. If you would like to participate in any or all these lists please email D. Ann Shiffler, editor, at d.annshiffler@khl.com.

the information provided but take no responsibility for errors or omissions. We will continue to work to make the **ACT100** the most comprehensive list of crane-owning companies in North America.

Companies are ranked by their **ACT100** Index, which is calculated by adding together the maximum lifting capacities in U.S. tons of all crawler cranes and mobile cranes in a company's fleet. ■



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47 RIGGING \$750,000 to \$2 million



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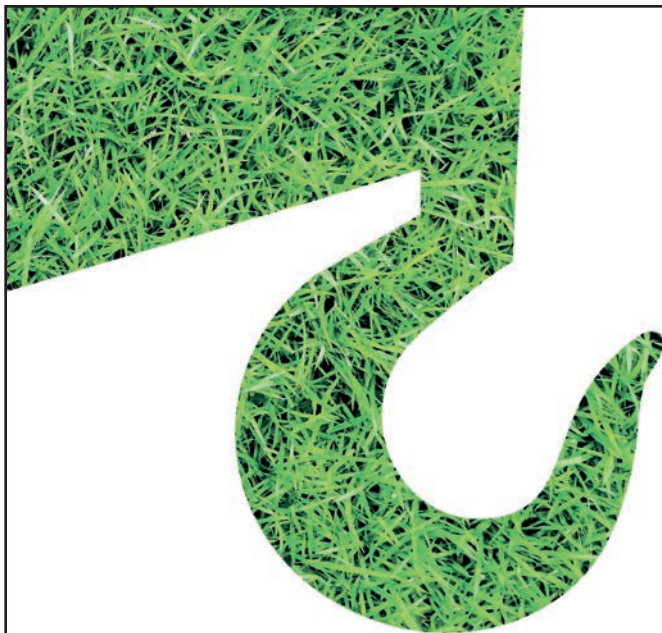
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\$150,000**EMMERT INTERNATIONAL****JOB
SCOPE****PROJECT:** Jack and slide
two thermal heaters**HEIGHT:** 17 feet 5 inches**WIDTH:** 15 feet 9 inches**LENGTH:** 45 feet**WEIGHT:** 168,010 pounds**MAN-HOURS:** 360**EQUIPMENT USED:** 500-ton Hydra-Slide
jack and slide system


Emmert jacks and slides two 168,000-pound thermal heaters across a pre-treatment facility.

On the right track

In October of 2018, Emmert International was contracted to jack and slide two thermal heaters – each 45 feet long and weighing 168,010 pounds – across a pre-treatment facility in Freeport, Texas.

The area where these heat exchangers needed to be offloaded was very congested, and it was determined after a survey that the use of a conventional crane to offload would not be safe or efficient. To move the heaters, Emmert opted to employ the use of its 500-ton Hydra-Slide system.

“Jacking and sliding the heaters also reduced site access point congestion, and there was no need for ground stabilization and multiple mats that would be required for a crane lift,” said Terry Emmert, president of Emmert International.

Emmert constructed a 120-foot self-propelled track system elevated four feet above the ground on staging cans and supports that were placed every six feet along the track to maintain system integrity. The 500-ton Hydra-Slide system had to be installed to weave the heater through a maze of ground obstacles, as

well as overhead process equipment, scaffold structures and pipe racks. At certain points during the slide, the heaters came within inches of nearby pipe racks. However, careful surveying, preplanning and engineering expertise allowed Emmert to safely move the heaters around the various obstacles within the facility.

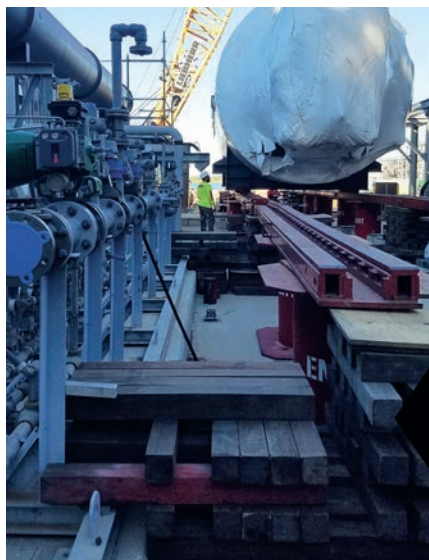
A precise lift

For Emmert, lifting the heaters onto the

track proved just as demanding as moving them. Each heater was 45 feet long, 16 feet tall and 18 feet wide.

To hoist the heaters onto and off of the slide system, Emmert placed four 100-ton jacks into jacking cribs on the bottom of each heat exchanger – before lifting them and transferring their weight to hardwood cribbing stacked beneath each jack point. Then, the Hydra-Slide track was cleared from the area by sliding it out from the north end of the staged heat exchanger. Once the track and support cans were removed, Emmert began lowering the heaters into place in a safe and controlled manner.

Consistency was key across the board, as Emmert had to successfully move not one but two heaters across the same heavily populated plant. After 80 man-hours of planning and 280 man-hours of execution, the move was ultimately a success. ■



Emmert used a Hydra-Slide system to maneuver the massive thermal heaters along a tight path with virtually no room for error.

BURKHALTER

RIGGING
\$150,000
to
\$750,000

Burkhalter extended two railway bridges and a section of Highway 280 as part of a TEXRail project.

Hole in the wall

In the fall of 2018, Burkhalter was contracted to widen a four-way point of transportation confluence near downtown Fort Worth, TX. Burkhalter dubbed the project “Hole in the Wall.”

The Burkhalter team quickly found that widening the formerly single-track-sized hole would require widening Highway 280’s pile cap and pilings, as well as widening the BNSF and UPRR rail bridges that run below it.

Four rail lines – the Union Pacific Railroad (UPRR), Burlington Northern Santa Fe (BNSF), AMTRAK’s passenger rail line and the Trinity Railway Express (TRE) regional commuter line – and their respective schedules all converge where the Hole in the Wall stands, and the highway itself can only be closed for small periods of time. Burkhalter faced a tight space, and even tighter operative schedules.

Bridge sets a bridge

First, Burkhalter and their client, Archer Western-Herzog, built the new, wider

UPRR and BNSF bridges just a few yards away from the site. Each new bridge was fully preassembled on storage beams and stands before being loaded onto a Goldhofer SPMT and moved, with the help of Hilman rollers, onto a temporary bridge consisting of Burkhalter runway girders set across the Hole.

A temporary mid-span pier was developed by Burkhalter and engineers from Genesis Structures to increase the runway girders’ weight capacity and mitigate a railway path skew of 54 degrees on the tracks above.

“The project was challenging to lay out,” said Burkhalter CEO Delynn Burkhalter. “Not only did we have the 54-degree skew, but also the bridge’s center of gravity was not the centerline of the bridge. We had to ensure the bridge center of gravity was in the center of the SPMT.”

Once in place, the new bridges were lifted from the SPMT by a J&R hydraulic gantry system, installed below. Once the SPMT cleared the area, the runway girders were reverse-launched and the new, wider

BNSF Bridge – weighing 605,931 pounds – was permanently set in place and Phase One was complete. The same process was repeated in phase three with the new and wider UPRR Bridge. The UPRR Bridge, however, weighed 65,000 pounds more.

Night lift

Phase Two of the project was the Highway 280 cap replacement. This involved using a fully automated Enerpac BPU-750 to lift the active highway bridge (weighing 1,334,000 pounds) approximately one inch during a night closure to facilitate the removal of the existing pile cap, install a longer pile cap to straddle the newly widened area below it and then set the Highway 280 bridge back down onto its supports.

Work was completed ahead of schedule, despite above-average rainfall in October and around-the-clock work outages. The Burkhalter team thought outside the box and used cutting-edge lifting and rigging to effectively complete a complex job with finesse and skill. ■

The extremely tight space meant minimal side clearances and small areas for expanding the bridges and lifting Highway 280 for its extension.

JOB SCOPE

PROJECT: Widen a railway access track beneath existing tracks and highway and perform three bridge lifts and replacements in the process

HEIGHT: 33-foot gantry height

WIDTH: girder width of 12 feet

LENGTH: girder length of 118 feet

WEIGHT: BNSF Bridge - 605,000 pounds

Hwy 280 section - 1,344,000 pounds | UPRR

Bridge - 670,000 pounds

MAN HOURS: 2,775

EQUIPMENT USED: e-steered Goldhofer

SPMTs | 500-ton J&R hydraulic gantry system

| Burkhalter runway girders | temporary mid-

span pier | grillage beams | Hilman rollers

| fully automated and computer-controlled

Enerpac BPU-750





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FAGIOLI

**JOB
SCOPE**

PROJECT: Stacking and de-stacking operation of a 997-ton GTG module
HEIGHT: 11 feet 2 inches
WIDTH: 15 feet 9 inches
LENGTH: 57 feet 7 inches

WEIGHT: Just over 997 tons
MAN HOURS: 3,600 onsite, 1,500 engineering
EQUIPMENT USED: strand jacks | skidding system | towers | PPUs | manlifts | water level indicators

The Fagioli stacking and de-stacking operations were operationally executed in 24 hours for each single activity after a month of ground preparation and equipment assembly.



Fagioli performed a precision stack and de-stack.

Legendary lift and skid

In late 2017 and into 2018, Fagioli was called to execute the operation of stacking and de-stacking a 997-ton GTG module. After the necessary tests executed by the client, Fagioli de-stacked the module in 2018 in order to ship the two modules separately for their final destination.

For the execution of the project, Fagioli came up with the idea to lift the module and skid it – hanging to the tower-lift system. Key equipment utilized included towers, strand jacks, PPU for strand jacks, skid shoes, forklifts, manlifts, a Theodolite and a water-level indicator.

In Phase One, the load was taken and lifted – the trussed beams were connected to the upper GTG module. The skid shoes for skidding were positioned, and functional control was already done. After the inclinometer sensor was installed onto the module, it was tested before the actual operation started.

“The load was gradually lifted with strand jacks on the lifting towers – with steps of 20 percent of the expected final load, while checking tower verticality,

module planarity and skid tracks settlement,” said Fagioli’s Edoardo Ascione. “Once the strand jack system took the load of the entire module, the skid shoes started moving.”

Checks and rechecks

The load was checked in the skid shoes system according to the expected values until the stroke was 100 millimeters. Fagioli proceeded with lifting steps by means of strand jacks until the module was lifted 500 millimeters from the pin guide of the lower GTG module.

In Phase Two, before the first skidding of the upper GTG module began, the vertical stroke was set to around 100 millimeters. This process went off without incident. Fagioli operators kept the vertical loads of the main cylinders and horizontal loads of push-pull system under control via computerized systems. While proceeding with the skidding steps, the strand jack loads on each tower were adjusted according to predefined values by means of strand jacks and skid shoes. The module was then ready for lowering.

In Phase Three, the module was lowered to 500 millimeters from the top of the foundation. At each stroke, load tolerances were checked by computer, and Fagioli operators proceeded with the lowering operation until the module was at the designed elevation. Thus, the module was ready for the second skidding.

In Phase Four, Fagioli executed the second skidding with the first stroke of pull/push piston, and proceeded with skidding until the module was in the final longitudinal position on its foundations, and then unloaded – encompassing Phase Five.

When the upper GTG module was approximately 200 millimeters from its foundations, the alignment was verified, and the load was again gradually transferred in steps of 20 percent. At each load step, Fagioli checked that there was no abnormal deflection on the module structures, on the tower system or no major settlement of the skid tracks.

Comprising 15 total Fagioli personnel, including five engineers, this precision job required an extremely high level of focus, constant rechecks and extreme safety precautions.

BARNHART

JOB SCOPE

PROJECT: Assembly of 37 press components
HEIGHT: Lift was approximately 100 feet and was lowered an additional 80 feet
WIDTH: separate lifts of 42 feet and 6 feet

LENGTH: Cylinder needed rotated 180 degrees

WEIGHT: Eight pieces ranging from 250,000 to 732,000 pounds

LIFTS: Two lifts at just under 3 million pounds/ one lift at 4.4 million pounds

ENGINEERING HOURS: 35,000-plus

EQUIPMENT USED: 500-ton gantry | 32 powered rollers with integrated jacks | slide system beneath strand jacks for side-to-side movement | Goldhofer SPMT | custom load-spreading beam and tower sliding shoe | steel crane mats

Barnhart's press assembly project comprised 3,500 engineering hours and over a year of planning.

Barnhart Crane & Rigging assembled one of the world's largest presses.



RIGGING
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\$2 MILLION

Piecing it together

In February 2018, Barnhart Crane & Rigging completed a project whereby they received 37 press components from the Port of Long Beach, CA, ranging from 250,000 to 732,000 pounds, transported the pieces to the site and assembled the largest hydraulic forging press in North America. The contract included unloading the equipment, moving it into the building, assembling the pieces into the larger components and then set the equipment to the foundation.

To assemble the press, Barnhart would spend and lift eight pieces around 700,000 pounds, perform two lifts at just under 3,000,000 pounds and make one epic lift at 4,400,000 pounds. The facility had a maximum ground bearing of 10,000 PSF.

"After our initial engineering, we realized that several improvements would need to be made," said Barnhart's Chris Howe. "The first challenge we had was ground bearing. To help spread the load, we

started with a double layer of steel crane mats. We then designed and fabricated a custom load-spreading beam and tower sliding shoe, which would evenly spread the load over the entire base of the tower."

The first major lift was the lower cross head, which, once assembled, was approximately 42 feet wide, 14 feet tall and weighed 2,500,000 pounds. Fitting the pieces was a challenge since they had to be within twenty thousandths of an inch alignment in order to install the tie rods.

Cylinders set

Piece by piece, Barnhart meticulously put together the various components, which required multiple innovations. The lift tower was equipped with four strand jacks, and all the rigging was done using an adjustable rigging link system, which provided versatility and eliminated wire rope. Multiple pieces were shipped in the horizontal position and had to be

assembled to make up the main hydraulic cylinder – which, along with the piston, was eventually rotated 180 degrees so the piston could be installed downward. This lift was accomplished with the lift tower assisted by the gantry tailing the cylinder.

Once the cylinders were in the correct orientation, they disconnected the tailing rigging and the lift tower and strand jacks took full control of the lift, slowly and safely lowering all four of the 650,000-pound hydraulic cylinders into their final location on top of the lower crosshead.

Having the main cylinders set allowed Barnhart to make the largest lift – the foundation crosshead – which, once assembled, was 50 feet wide, 26 feet tall and weighed 4,400,000 pounds.

The Barnhart team designed, fabricated and load-tested over 40 custom pieces of equipment. In total, 3,500 engineering hours were used to develop the execution plan for the project.

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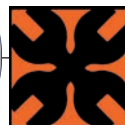


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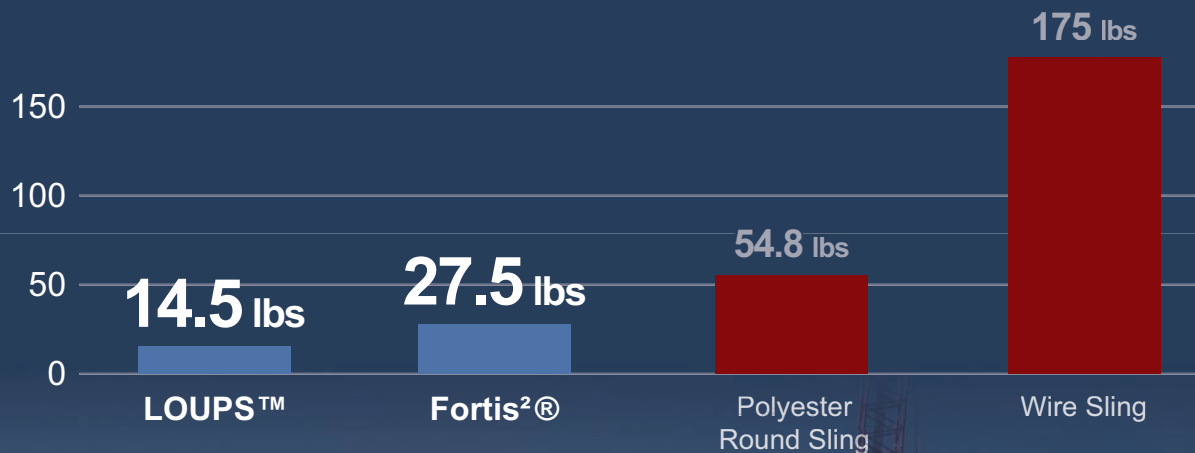
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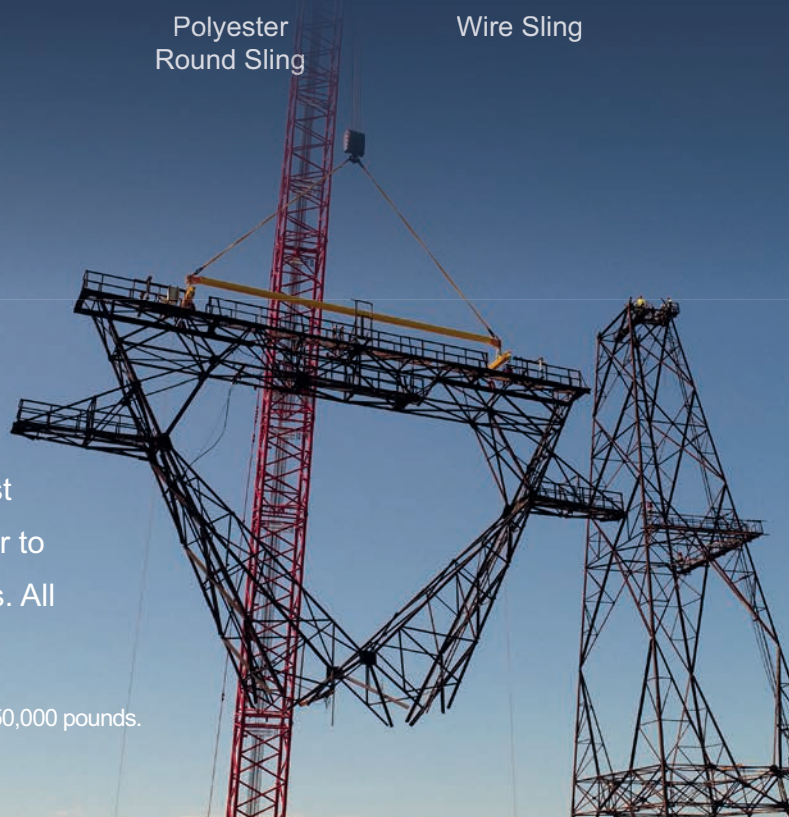
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**JOB
SCOPE**

PROJECT: Transporting three ozone contact tanks
GROSS WEIGHT: 50,250 pounds

LENGTH: 34.67 feet

HEIGHT: 22.16 feet by 21.25 feet

ROUTE: 39 miles

MAN HOURS: 4,500

EQUIPMENT USED: Perimeter deck trailers with low pro carriers | K25 platform trailers

Omega Morgan's innovation centered on solving extreme route challenges, keeping the tight schedule and not modifying or damaging the ozone tanks.



Omega Morgan solved a crazy amount of problems along a 39-mile route.

A tedious journey

Omega Morgan transported three ozone contact tanks from a Newberg, OR fabricator to a water treatment facility in Hillsboro, OR. The project was secured on May 11, 2018 and finished less than two months later on July 1. The vessels were loaded onto Omega Morgan's perimeter deck trailers using overhead cranes.

By far the biggest challenge was determining and executing the route.

"We had to find a route that could accommodate two loads at the same time with the least amount of utility work required so we could meet our customers deadline of less than 30 days from time of notice to proceed," said Project Manager Erik Zander. "We accomplished this by assigning two project managers along with one permit tech, one engineer and two superintendents in the initial planning."

Constant issues

The two biggest safety considerations were utility work and traffic congestion during the two-night journey.

A huge number of wires needed to be lifted and removed. Typically, Omega Morgan hires a company that is certified to move power to handle the high and low voltage conflicts. But the local power companies didn't want a subcontractor to handle the work, so Omega Morgan hired individual companies along the route to move their associated conflicts. This was challenging because five to eight utility trucks must travel with the convoy and maneuver around it on the narrow, two lane roads. With the short window for planning, identifying and securing the services of the utility companies was complex.

Including pilot cars, traffic control

and the utility vehicles there were more than 20 vehicles in the convoy at any given time. Finding safe locations to clear traffic and move around support vehicles was a constant concern.

In some places there wasn't space to set up the bucket trucks to lift the lines. They had to be placed in fields to make their lifts.

The key to expediting this move was to keep the overall travel height as low as possible, Zander said.

"After our review of the tanks, our engineering team realized if the vessel was rotated 6 degrees the overall ride height could be lowered by 4 inches," Zander said. "We utilized some low-pro 4-inch carriers as well. Omega Morgan also built custom saddles that accommodated the nozzles on the vessel to save even more height."

With safety a constant concern, the superintendent acted as the safety officer for the three hauls. There were daily crew safety meetings and constant over-route communication with DOT and utility companies.

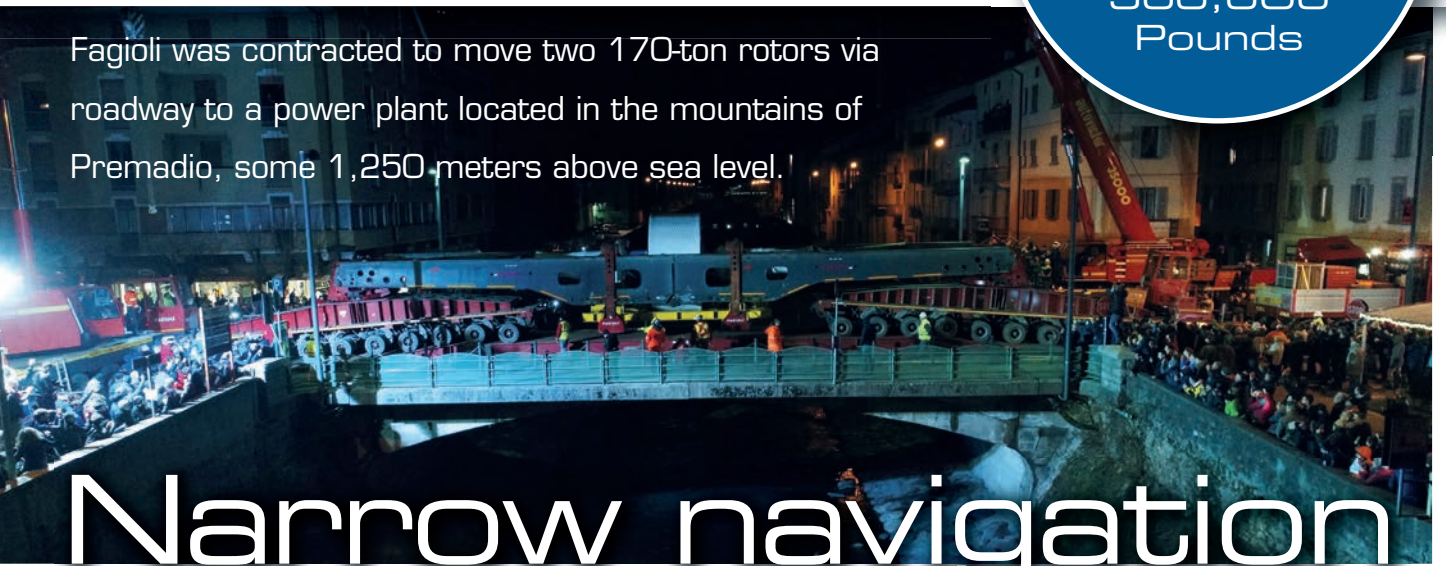
Prior to arriving to the treatment facility, Omega Morgan team had to transload the vessels using its K25 platform trailers to place them within reach of cranes for final placement.



FAGIOLI

TRUCKING
160,000 to
500,000
Pounds

Fagioli was contracted to move two 170-ton rotors via roadway to a power plant located in the mountains of Premadio, some 1,250 meters above sea level.



Narrow navigation

Journeying through narrow mountainous roads and tiny Italian villages where intricate travel accommodations were necessary, a nine-night venture by Fagioli was completed in March to April 2018. The company utilized its know-how to complete the project, thanks to expert engineering, tip-top organization and a bevy of equipment. Fagioli was called for the transport of two rotors weighing 170 tons each from Genova up to Premadio, Italy.

The rotors were loaded and secured onto Fagioli's transport system that included 2 by 11 axle lines rigged with 180-ton girder beams. The convoy length was close to 61 meters, and the trip would span 450 kilometers.

"To comply with the fact that the transport was due to be executed up to the mountains and over the only roads

available, Fagioli was in strict contact with all local authorities of three Italian regions in order to be as quick as possible to execute the installation of over bridge structures, and to find the right places to rest the long convoy avoiding traffic movement," said Edoardo Ascione, president and managing director, Fagioli Americas.

Easy does it

During the fourth and fifth nights, Fagioli executed the installation of two over bridge structures, at 17.7 meters each, in order to pass two bridges with low capacity. Arriving in Lecco, it was necessary to use six axle lines of SPMTs provided with 2 by 5-meter towers to reinforce a ring road bridge. The trip was becoming more challenging as the convoy passed through small towns, roundabouts and tackled 33 kilometers

of hills and bends during the trip.

The team also had to reconfigure reinforcement structures under a bridge in Morbegno, after the length of the structure didn't allow safe passage. Fagioli executed the transport with a 20-meter-long over bridge structure. In Bormio, the convoy was reduced with the support of two mobile cranes which lifted the rotors and positioned them onto a 12-axle line modular trailer.

On the ninth and final night, Fagioli completed the last three kilometers of the epic journey from Bormio to the Premadio power plant. Once outside the power plant, Fagioli used an EZ600 ton capacity gantry lifting system to modify the configuration of the convoy for the third time to accommodate the steep slope. The convoy entered the 500-meter-long tunnel supported by the use of two trucks at the back.

JOB SCOPE

PROJECT: Transport two rotors up mountains in Italy
GROSS WEIGHT: 170,000 tons
LENGTH 118 feet
WIDTH/HEIGHT: 3.8 meters wide, 3.9 meters high, including the

trailers, 4.9 meters

ROUTE: 450 kilometers

MAN HOURS: 5,800

EQUIPMENT USED: 2 by 11 axle lines modular trailer | 1 by 12 axle lines modular trailer

| 1 by 10 axle line modular trailer | six trucks

| 1 by 6 axle lines SPMTs | gantry lifting system

| five overbridges | steel plates | wooden plates

| mobile cranes



Fagioli transported two rotors weighing 170 tons each from Genova up the mountains to Premadio, Italy.

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TRUCKING
Over
500,000
Pounds

BARNHART

Transporting three slug catcher vessels across the Continental Divide required an extreme level of expertise.

New territory

Barnhart was tasked with hauling three huge slug catcher vessels from Pocatello, ID to natural gas facilities in Fort Lupton, CO and Hereford, CO. The job was awarded in April 2018 with a delivery date of “no later than Thanksgiving Day,” seven months later.

The first task for Barnhart’s Long Beach engineering team was to develop a trailer configuration. Due to Colorado regulations, axle weights had to be at or below 42,400 pounds per line.

Working with Goldhofer engineers, a system of Goldhofer THP/CA dual lane trailers with self-tracking bolsters was configured. Because the permanent saddles on the vessels did not allow for enough axle lines, Barnhart custom designed transport saddles, added more securement points to the bolsters and fabricated four compression securement struts. The compression struts secured the permanent saddles on the vessel to the transport saddles on the bolsters to meet securement requirements.

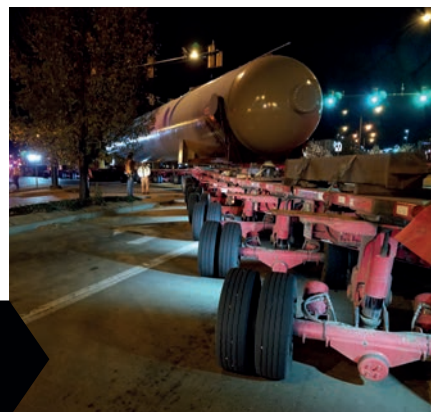
Route challenges

The trailer configuration and securement plan were accepted in May. The next

step was creating a viable route through Idaho, Wyoming and Colorado. De-rated bridges in Wyoming and highway construction in Colorado were obvious obstacles. A third-party bridge engineering firm evaluated every structure on the route. Barnhart created three routes through Wyoming and chose the one with the least de-rated bridges – four. In Colorado, the best route was through a construction zone where a new roundabout was being constructed. It was a rare approval from the state of Colorado.

In September, the trailer system was built alongside the first vessel in the customer’s crane bay. Using two overhead cranes, the vessel was lifted, side shifted and placed onto the trailer and secured.

Pulling out of the plant in Pocatello, the



It took about 3.5 months to complete engineering and get regulatory approvals – 37 permits in total.

JOB SCOPE

PROJECT: Haul three slug catcher vessels
WEIGHT: 644,000 pounds each
GROSS WEIGHT OF HAUL:

1,153,000 pounds

PERMITTED LENGTH: 350 feet

PERMITTED WIDTH/HEIGHT: 20 feet wide, 19 feet 3 inches tall with axle loadings of 42,400 pounds per line

ROUTE: 730 miles

MAN HOURS: 7,242

EQUIPMENT USED: 2X Goldhofer THP/CA 11-line dual lane trailers | 6 and 7-foot wide dollies | transport saddles

first challenge was a 90-degree left hand turn that was made in one shot. The team made it to the Wyoming state line in two nights. At this point they could travel during the day, but 4 to 8 percent steep mountain grades, a snowstorm and the four bridge crossings slowed travel.

Intricate maneuvers

The first bridge was bypassed with a roadway road detour. The second bridge required a crab maneuver by traveling the front trailer section in the eastbound lanes and the rear trailer traveling in the westbound lanes. For the third bridge, eight wing dollies with custom-built mounting brackets were added to the THP/CA trailers. The fourth bridge was actually a culvert that Barnhart used its 60-foot long bridge jumpers to cross.

The first leg of the Colorado route was performed at night to get through the construction. The second leg was in the daytime due to lack of utility support. A hard left turn in Fort Collins was executed in one shot for each vessel. Police and highway patrols in all three states escorted the load, in addition to utility trucks and Barnhart’s safety and bucket truck crews.

FAGIOLI

JOB SCOPE

PROJECT: Transport, load out
42 jackets with a tailor made
structure
WEIGHT: 644,000 pounds each
GROSS WEIGHT: Maximum of
950 tons

PERMITTED LENGTH: 32.6 meters

PERMITTED WIDTH/HEIGHT: 25.9 meters
wide, 66 meters high

MAN HOURS: 1,985

EQUIPMENT USED: Tailor made transport
system | 46 axle line SPMTs | climbing jacks
| support towers | winches and mooring
equipment

Fagioli's jacket transport project involved five different types of jacket structures, each with its own dimensions. Each had to be quickly and safely loaded out onto 11 barges for sea transport.

Fagioli transported and loaded 42 jacket modules with a custom Jacket System Transport Structure in Spain.

MOVING
With
specialized
equipment

Tailor-made transport

Fagioli was contracted for the weighing, transport and load out operations of 42 jacket modules, weighing up to 950 tons, in Spain from the manufacturing area to load out quay. With five different typologies of jackets, the larger models were a remarkable 66 meters high, 32.6 meters long and 25.9 meters wide.

"We had to take into consideration how to speed up the load out operations in a safe manner, considering the dimensions and weight of the modules and the 11 barge voyages that were planned for the sea transport," said Edoardo Ascione, president and managing director, Fagioli Americas. "In addition, we had to factor in how to avoid delays due to wind and bad weather conditions, and execute the load out activity onto a barge to take the load of four jackets positioned in a row."

The team decided to use SPMTs divided in two rows, 2 by 14 meters and 1 by 18 meters, for the transport of each single jacket. On top of this configuration, Fagioli fabricated a solution to build a tailor-made frame structure. The structure was composed of two transport beams, eight capping beams, 16 guy journals, eight tower sections, four beams, two

additional structures, two base frames, spreader mats and spreader beams. Jackets were then transported from the fabrication area to the temporary storage area, and then loaded onto the barges. During the jacket site transport, the load was imposed through the SPMTs spine beams.

Custom solution

The main challenge was to create a frame structure which was able to lift the jackets and execute the load out operations. Fagioli found the solution with a retractable edge main beams with moveable stoppers, positioned at nine meters above ground. The SPMTs then

took the load with the frame structure and lifted the jackets.

After executing the weighing operations, Fagioli moved the jackets to the storage area using the frame system. The jackets were provided upper grillage for the sea transport. After this, a 128-meter barge was waiting for the load of four jackets.

The tailor-made structure reduced dimensions compared to those used in the past for kind of jacket. The reduction in width dimension allowed modules to be loaded and positioned onto the barge at the same time that the SPMTs with frame structure were able to come back to take the modules.





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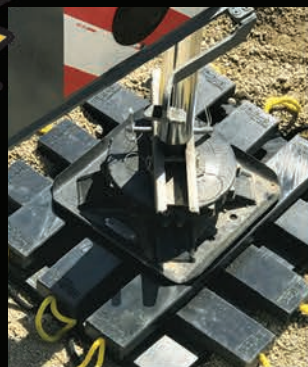
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ADDITIONAL ENTRIES

2019 brought one of the most competitive SC&RA Job of the Year contests ever.

Amazing feats

Winning a SC&RA Job of the Year trophy is a significant honor that is respected industry wide. Even entering the contest is prestigious because the jobs presented are amazing on every level. This year's contest featured some 24 jobs that were performed at jobsites around the world. They represent remarkable engineering performance, innovative applications and creative equipment usage.

Following are overviews of the jobs that did not win but were victors just the same. Look for Site Reports chronicling these jobs in the coming months in *American Cranes & Transport*.

RIGGING Under \$150,000

BARNHART transported an electrical shelter box through a plant with significant height clearance issues before the box was offloaded by a crane and set onto its foundation. No incidents or injuries were reported during Barnhart's tight but successful transport.



TURNER INDUSTRIES used a unique hook-style cantilever beam to retrieve a velocity recovery ring from atop a flare structure 208 feet in the air – while the hydrogen flare was still in operation. In only four days, one-of-a-kind rigging hardware was designed and fabricated, and a crane with over 250 feet of luffing jib was built.

RIGGING \$150,000 to \$750,000

BARNHART successfully and safely removed and replaced a 45,000-pound heat exchanger in tight quarters at an active, online plant.



EMMERT INTERNATIONAL engineered and lifted a move to set two neutrinos reactors last August.

IRVING EQUIPMENT transported and lifted two 238-ton refinery process modules into place at an oil refinery. The modules were loaded onto a barge via SPMT on New Brunswick, Canada's Atlantic coast, where tides can reach fifty feet. The job presented unique environmental considerations and a challenging equal-load lift.

OMEGA MORGAN lifted and set 20 structural steel and concrete columns at the ground level of Seattle's 2+U high-rise building project. Steep grades, low allowable ground bearing pressures, trolley wires and road closure restrictions all presented significant challenges and required custom rigging designed to upright the columns with a single crane.

>60

ADDITIONAL ENTRIES



Omega Morgan

lifting base in conjunction with a 500-ton slide system and 750-ton turntable. This enabled the tank to be moved in its vertical position through a clear pathway to a position where it could be extracted using a 600-ton crane.

EMMERT INTERNATIONAL engineered a custom tower arrangement to lift and set six components – which were lifted 40 feet and traveled 35 feet to foundation pads – through a congested work area. Rough set and alignment of each component had to be performed while not interfering with existing building structure. No other work could be obstructed for installation.



Emmert International

RIGGING
\$750,000 to \$2 Million

RIGGING
Over \$2 Million

BARNHART CRANE & RIGGING removed and replaced a vertical acid tank weighing 260,000 pounds using a fabricated

ALE completed a project in Lagos, Nigeria, which required lifting six modules onto an FPSO. The modules were lifted over

the top of the FPSO and existing modules before being lowered into their final position. Lift weights were between 335 and 3,000 tons. ALE deployed its unique AL.SK350 crane and heavy-duty jib, the world's largest capacity land-based crane, for its small footprint and large outreach.

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ENGINEERING
RIGGING HYDROS
RT'S
BARE RENTALS
HEAVY HAUL
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ADDITIONAL ENTRIES

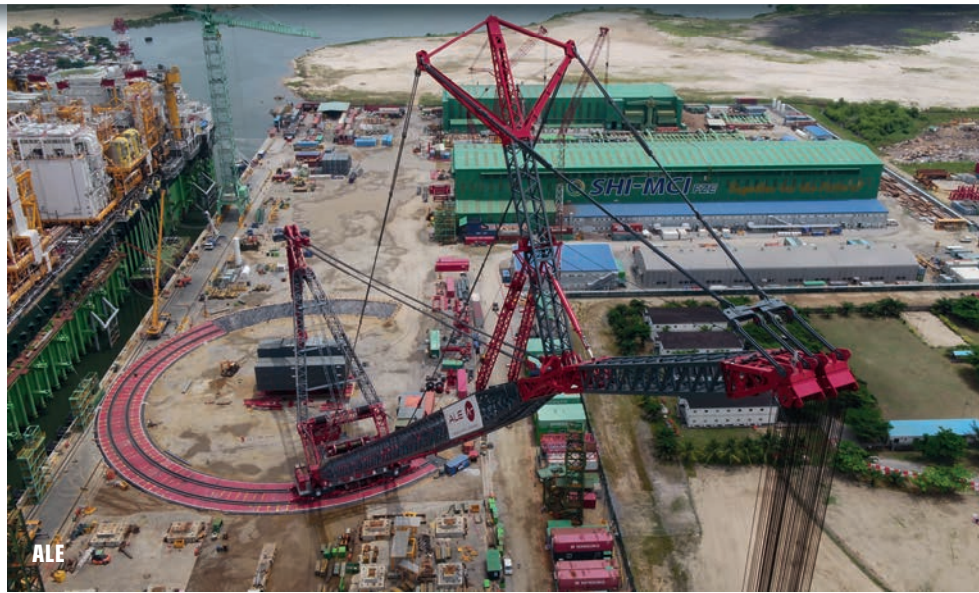
During the project, ALE broke an industry record by performing the heaviest ever land-based crane lift using a jib to lift a module weighing 2,810 tons.

TRUCKING
Under 160,000 pounds

EMMERT INTERNATIONAL engineered and expedited the move of a 150,000-pound storage vessel from Houston, Texas, to Hutchinson, KY.

TRUCKING
160,000 to 500,000 pounds

BARNHART transported a 288,800-pound heat exchanger with a Dual-Lane Goldhofer. The haul was 1,600 miles long, crossing six states and totaling over 2,000 man-hours.



BERARD TRANSPORTATION moved two vessels from the Port of New Orleans to a refinery just outside the city of New Orleans. Both vessels were received onto a deck barge that traversed shallow fishing channels, to a roll-off site where they were

then transported 60 miles to a refinery.

EMMERT INTERNATIONAL transported press components weighing an average of 300,000 pounds through 12 cities, four counties and central Detroit. The firm

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ADDITIONAL ENTRIES



Tradelossa

built custom brackets to lower loads below railroad trestles and ultimately completed a 600-mile haul with zero incidents.

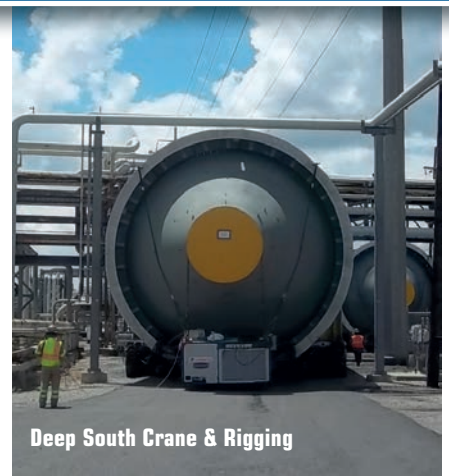
roadblocks, tollbooths, power lines, bridges, mountain slopes and eroded or damaged pathways.

TRUCKING
Over 500,000 pounds

MOVING
With specialized equipment

TRADELOSSA transported a 606,270-pound generator 571 miles from the Port of Altamira, Tamaulipas, to a power plant in Zapotlanejo, Jalisco. The route included

DEEP SOUTH CRANE AND RIGGING moved two coke drums weighing 490,725 pounds each. The drums were loaded onto a ship in Aviles, Spain, crossed the ocean, moved



Deep South Crane & Rigging

onto a deck barge in the Port of New Orleans, rolled off the barge via custom engineered earthen ramps and finally lifted into the staging area at a refinery.

EMMERT INTERNATIONAL loaded and moved a 400-foot by 100-foot transit shed last summer. The route went through an active port that could not be shut down during the operation.

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Moving Job of the Year: Transport and Load out of No. 42 Jacket Modules, in Spain, by means of SPMTs and a tailor-made transport frame structure

-MOVING JOB OF THE YEAR

-RIGGING JOB OF THE YEAR \$750,000 UP TO \$2 MILLION

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Rigging Job of the Year: Stacking and De-stacking operation of a 997 ton GTG module



Trucking Job of the Year: Transport and installation in Italy of no. 2 x 175 ton rotors up to the mountains



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Munich musings

ACT presents a plethora of key take-aways from Bauma 2019.

bauma

The Bauma tradeshow in Munich in April was a successful event on many levels. North America-centric exhibitors and attendees had a lot of positive things to say about the show.

Tadano America Vice President Christian Bartley summed up Bauma 2019 as a confidence booster.

“It was a great show with huge North American attendance,” he said. “It was a buying show for the attendees, and the crane industry is in a good mood with much confidence for 2019 and into 2020.”

The *ACT* editorial team has spent the past couple of months cataloging the many “take-aways” from the show, and they follow in no certain order.

Manitowoc's theme, “The Revolution is Real,” was created to highlight the company's progress since becoming a standalone crane company a few years ago. At a press conference, President and CEO Barry Pennypacker said improvements include updated factories that produce more durable and reliable cranes; new model designs heavily influenced by customers; improved procurement, resourcing and shipping; and faster production cycles that bring innovations to market more quickly.



With the largest number of cranes exhibited and several new launches, Liebherr debuted the LTM 1650-8.1. Many new technologies were unveiled, including the Mobile Crane Finder app.

Manitowoc introduced six new cranes including Potain's largest ever topless crane, the 80-ton capacity MDT 809; the 250-ton capacity Grove GMK5250XL-1; and the Potain Hup M 28-22 with double steering axles. Manitowoc had 12 cranes on display.

JASO tower cranes signed contracts for four of its new J1400 tower cranes. This new model, launched just before the show, is one of the biggest cranes built to date by JASO.

Liebherr reported strong interest in its control systems shown at the company's Augmented Reality Pavilion. The company said future-oriented technologies such as Augmented Reality (AR) and Virtual Reality (VR) are gaining ground. The use of AR and VR solutions has the potential to change the way work is performed, the company said.

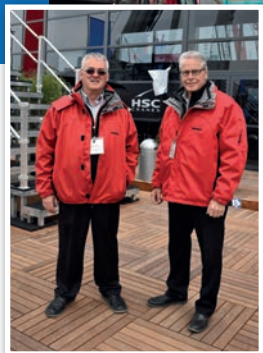
Solutions presented included a boom-up-and-down-aid, vertical line finder, horizontal load path, ground pressure

visualization and LiPOS automatic positioning systems. Liebherr also reported strong interest for alternative drive systems in lifting, and the company also introduced the first battery-powered drilling rig worldwide. Many crane customers actively approached the Liebherr cranes team and asked for a similar solution for crawler cranes, according to sources.

Front and center was the Liebherr LTM 1650-8.1, the new replacement for the company's 551-ton capacity LTM 1500-8.1. The new crane has a nominal capacity of 772 tons. For the boom, there are 177-foot and 262-foot options. It is designed to deliver maximum performance and maximize what is possible on an eight-axle carrier, Liebherr said. Lattice boom extensions include fixed jibs from 18 to 180 feet and the luffing jib options range from 69 to 299 feet. The fixed and luffing jibs can be fitted to the 177-foot and 262-foot booms. Maximum hook height is 502



Link-Belt's Bruce Kabalen demonstrates the boom pinning system while Peter Brockenbrow and Bill Stramer pose for a snapshot.



feet and 361 feet is the longest radius.

CM Labs released its new Instructor Operating Station, an all-in-one solution for monitoring, assessing and engaging trainees. The company launched a crawler crane operator training solution featuring tandem lift exercises. CM Labs' SimGuide Service simplifies integration for simulator adopters, and with its Antycip Simulation partnership, CM Labs is also expanding to the European market.

Link-Belt debuted its new 120|RT rough terrain crane to the global market. The 120|RT has a six-section 38.3 to 164.1-foot pin and latch formed boom. Notable features on the 120|RT are the V-CALC system with 81 outrigger configurations, new cab design and controls, maximum line pull of 23,632 pounds and one-person fly erection.

Link-Belt also made the international debut of its 175|AT all-terrain crane. The company's newest 5-axle all terrain has a base rating of 150 metric tons and 175 tons.

W.O. Grubb Crane Rental of Richmond, VA purchased the first production Link-Belt 175|AT all terrain crane. The 175|AT will go into W.O. Grubb's taxi crane rental lineup in Northern Virginia, with delivery mid-year 2019.

Lomma Cranes owner James Lomma was on hand for a key exchange of a new 250-

ton TCC-2500 telescopic crawler crane with Link-Belt executive staff.

Liabherr unveiled the Mobile Crane Finder in its mobile and crawler crane technology Pavilion at Bauma. This is an online advice program that helps users to find the perfect mobile crane for a specific hoist. The user enters the required data, including the weight of the load, the required hoist height and the radius. This data is then used to check the corresponding load chart tables automatically, after which the program will display the perfect crane.

Jekko showcased several new products, including the JF990, the hybrid version of model SPX1280HYB, the full electric lithium-battery SPX532 and in the minipicker category, the MPK06. Also new is the new Jekko radio remote control system and the J-Connect telemetry system for all the new Jekko mini cranes. Jekko's MD Diego Tomasella said the



New from Goldhofer is a low-profile tire, an electronic steering system and a floor covering.

company has been focusing on research and development, innovation and design of simpler and faster products and analyzing issues with the eyes of an operator.

The Jekko JF990, a development in conjunction with Fassi, uses a Fassi loader crane on a Jekko crawler carrier. Claimed as the world's largest mini crane, the load moment rating is 100 metric ton-meters. It weighs 23 metric tons.

Goldhofer said booth traffic was great and it saw a strong interest in its products. "The great interest of trade visitors in the new products presented to the public

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A big splash for Bigge at Bauma!

Bigge Crane & Rigging made a huge splash at Bauma. In the crane sector, Bigge participated in handovers at Liebherr, Link-Belt, Manitowoc and Kobelco. The deals included a variety of classes of crawler and tower cranes that will be added to what Bigge terms its "perfect fleet."

Liabherr handed over the keys to Bigge for 16 crawler cranes including 15 LR 1300 and one LR 1800. Bigge also placed orders for two LR 11000 units. Bigge already has more than 100 Liebherr models in its fleet.

Bigge also ordered 19 Kobelco crawler cranes.

"The headline here is 19 cranes in 2019," said Jack Fendrick, vice president and chief operating officer of Kobelco. "Today we are here to celebrate Kobelco and Bigge Crane's relationship. The relationship is based on a mutual trust between two companies that are dedicated to providing the highest quality of product, service and support."

At the Link-Belt booth, Bigge participated in a handover of Link-Belt TCC-2500 telescopic crawler cranes. Additionally, Bigge purchased five Link-Belt 228 HSL lattice crawler cranes and one TCC-2500 telescopic crawler crane.

At the Manitowoc stand, Bigge's team celebrated the purchase of additional Potain MDT219 city class cranes for its rental fleet in North America. Several of the crane purchases Bigge made will be shown with Bigge branding at ConExpo 2020.



Bauma 2019 in Munich exceeded expectations in terms of attendance and equipment sales.



for the first time and the high demand for high-quality transport solutions have more than exceeded the expectations,” said Rainer Auerbacher, a member of the Management Board Transport Technology at Goldhofer. New from Goldhofer was

The sleek Raimondi cab was displayed at ground level to allow visitors to see the design up close.

a low-profile tire, an electronic steering system and a floor covering. The PST with freewheeler function and the ADDRIVE 2.0 heavy-duty module, which can be used as a self-propelled and towed module, were well received, Auerbacher said.

Select Crane Sales inked a deal for multiple new Tadano rough terrain and all terrains to its inventory. The purchase includes Tadano ATF 60G-3 and ATF 130G-5 models.

Raimondi Cranes unveiled the LR273 luffing jib crane and showcased three

other tower cranes. The weight optimized LR273 is ideal for clients who require a machine that is easy to install and boasts excellent load curve and big drum capacity. It has an 18-ton maximum capacity with a lengthy jib – clocking in at 60 meters. The LR273 in its standard configuration can work in two, three and four falls, while a single line extension will be offered as an optional add-on. Raimondi also showed the LRH174 as well as the SL20-TC crane lift and the Deluxe R16 crane cabin.

AMCS showed its new collision avoidance and zoning system, the DCS 61-S, (Driving Control System Safety). It manages tower cranes working together and features include three essential functions of anti-collision, zoning and data display and logging. AMCS also previewed its telematics system called IoT Lifting. A SIM card fitted to the DCS 61-S can be used to collect data on each crane at a web portal. This data includes records of when the crane is powered, in motion, left to weathervane and so on. Statistics can be produced from the data to indicate how much time is spent working, hoisting and how much load.

Gunnebo Industries exhibited a range of lifting and rigging products and solutions, among them the latest member of the UKN-family, the UKN-20. The UKN-20 has a WLL capacity of 20 metric tons, making it perfect for extra heavy lifting, the company said. Gunnebo Industries produces blocks, sheaves, chain, components for chain and wire rope slings and shackles, which are produced in Sweden, Norway and the United States.

Kobelco showed two new cranes in its CKE series. With a maximum lifting

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Tadano's Ingo Schiller and Ken Butz get ready to brave the crowds on opening morning of the show.

RTG ZRT850 rough terrain crane made its global introduction at Bauma. The RT was created to work in special operating environments and requirements in oilfields around the world, featuring reliability and stability, sand-proof and fire-proof performance, heat-dissipation performance and cross-country capability, Zoomlion said.

Wilbert, a top slewing tower crane company recently acquired by Zoomlion,

showed off its latest flat-top tower crane, the WT260 e.tronic.

Teufelberger's new EVOLUTION TK 27 is envisioned for the next generation of crawler cranes where the trend is to provide higher lifting capacities utilizing smaller, stronger and lighter weight reeving system components, the company said. Due to the Superfill Compaction technology, the new steel wire rope from Teufelberger-Redaelli features significantly higher breaking forces as well as a longer service life on account of the lower specific load, the company said. Also getting a lot of attention was the soLITE fiber rope, which features a patented fiber-rope-based steel wire rope construction. The result is

>70

capacity of 200,000 pounds, the Kobelco CKE900G-2 has a boom length that spans from 40 to 200 feet. The fixed jib offers a maximum lifting capacity of 24,000 pounds. The maximum combination between the two is 190 feet + 60 feet. The new CKE3000G-2 has a maximum lifting capacity of 661,300 pounds with a crane boom length from 78 to 295 feet. Its fixed jib offers a maximum lifting capacity of 58,600 pounds with a maximum jib length of 100 feet. The maximum combination between the two is 256 feet + 100 feet offering a maximum reach of 356 feet.



Enerpac's new trolley solution is a faster and more capable alternative to traditional skidding systems, offering faster travel speeds, digital synchronization and improved load stability, Enerpac said. It comprises electrically driven trolleys that can carry heavy loads along a fixed rail system. Compared with skidding systems, the trolley offers continuous movement allowing for significantly faster travel, Enerpac said.

Designed for oilfield work, the **Zoomlion**




The Enerpac SL200 gantry system was front and center.

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The tower crane at the Terex stand allowed visitors to see the tradeshow from a higher up perspective.

a combination of the advantages of a high-performance steel wire rope with those of a high strength fiber rope. The new fiber rope was demonstrated on three Liebherr tower cranes at the Liebherr stand.

Celebrating 60 years in business, **PM Group** equipment includes Oil & Steel aerial platforms, Valla pick and carry cranes and PM Group articulating boom trucks. Valla showed a range of mini cranes, including the new V70, with a capacity of 9 tons. PM displayed the new series PM 50.5 from its product range of more than 50 series with more than 350 possible configurations.

Thirteen products were presented by **Faymonville** and its subsidiary Cometto. The BladeMAX made its debut as a transport solution for the new generation of wind turbine blades. The BladeMax is mounted to Cometto's 6-axle MSPE 48. Also on display was the DualMax trailer designed for the North American market, which can be widened from 14 to 20 feet loaded out.

Terex said Bauma created "robust equipment sales" for its Demag brand. The company sold several of its 1,600-metric ton (1,760 ton) Demag CC 8800-1 lattice boom crawler cranes and more than 20 AC 100-4L all-terrain cranes.

The company inked deals for two of its massive Demag CC 8800-1 crawler cranes and other multiple crane orders were made for the Demag AC 700-9 all-terrain

crane, the Demag AC 100-4L, 100-metric ton (120 ton) capacity class all terrain crane, and the Terex AC 40/2L.

Terex also saw high interest in its new 11-ton capacity CTT202-10 flat top tower crane. Orders were logged for several units of this crane as well as the CTT 132-6 and CTT 162-8 models, the company said.

Comansa announced the upcoming addition of another model to its wide range of large flat-top tower cranes. The new 21LC1400 will be available worldwide in September and will come in two versions, with maximum load capacity of 50 or 66 tons (110,230 or 145,500 pounds). A new single and compact trolley has also been designed for the 21LC1400 instead of the double trolley system. Also announced was the upcoming Quick Set, an electronic limitation system that will reduce the set-up time of the cranes from three hours to 45 minutes and will also reduce the number of staff during such operation. Comansa displayed the 50 ton (110,230 pound) flat-top model 21LC1050, which was the largest hammerhead crane at the Munich show. The exhibited crane was sold with full jib and mast configuration to rental company and Bauma co-exhibitor BKL Baukran Logistik. Comansa also showed its ultra-sleek Cube cab, which was at ground level for all visitors to see its fully glazed front, spacious design and comfort features for the crane operator.

Wolffkran displayed a trio of cranes, the new Wolff luffing crane 133 B, the Wolff 1250 B and the Wolff 6020 Clear. Although



WIKI Mobile Control's vSCALE consoles are available in two sizes.



American customers were especially interested in Faymonville's new DualMax trailer.



The SPMT and SPMT Light were featured in a live demonstration on the stand.

seen around the world on jobsites, Bauma was the first time the Wolff 1250 B was on display to the general public at a trade show. The Wolffkran stand also featured the tallest crane vantage point on the bauma fair grounds.

Transporter Industry International (TII) Group showcased its self-propelled mobile transporters. The SPMT and SPMT Light were featured in a live show each day. For operators of wind turbines, the TII Group offered a range of transport solutions. The focus was on a wind turbine blade adapter with a positioning angle of 70 degrees. The TII-Group consists of four brands – Scheuerle, Kamag, Nicolas and Tiger.

Effer and **Hiab** debuted a joint booth at Bauma, following Hiab's acquisition of Effer. On display was Effer's R.A.C.E. (Remote Assistance Control Effer) technology, the new connectivity system for Effer cranes developed with Progress 2.0 electronics, allowing the operator to always stay connected to the crane and to consult its data.

On display at the **Maeda** booth were an impressive line-up of mini cranes. New to the market are the MC285C-3 and MC405C-3 mini crawlers.

RaycoWylie demonstrated the new i4500 load monitoring system for knuckle booms and a new anti-collision system for tower cranes. According to the company, this is ideal for modernizing older crane models.

WIKI Mobile Control showcased its vSCALE D6 console with 300-millimeter high-resolution color display.



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Jörg Hegestweiler, MD, BKL Baukran Logistik

Construction activity trends and forecasts
Martin Seban, senior consultant – economics & country risk, EMEA, IHS Markit

Fibre ropes for tower cranes
Thomas Herse, head of tower crane technology, Liebherr Tower Crane Division

Construction and BIM: developments at Strabag
Theodor Sansakrit Strohal, head of BIM.5D, Strabag

Using drones to inspect industrial structures
Patrick Rickerby, technical director, Terra Drone Europe

Round-table: tower crane inspections
Steve Bradby, technical and engineering leader – Lifting Solutions, Select Plant Hire
Nigel Brewis, owner & MD, Safety Check Engineering
Peter Juhren, VP of operations, Morrow

Topic to be confirmed
Henrik Nielsen, MD, Krøll Cranes

A digital approach for successful jobsites and tower cranes optimization
Dr. -Ing. Mohamed Abouelezz, general manager, MENA & SE Asia, Wolffkran
co-presenter: **Derek Bourke**, digital construction manager, BAM International

Transforming tower cranes: from lifting machine to smart site tool
Jean-Charles Delplace, CEO, Smart Jobsite & CEO, SMIE co-presenter: **Steve Bradby**, technical and engineering leader, Select Plant Hire (Laing O'Rourke)

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Building a tug

Building a new tractor tug on a tight schedule was hastened by the use of a new Link-Belt 298 Series 2.

Nichols Brothers Boat Builders' new 250-ton Link-Belt 298 Series 2 lattice crawler was put to the test soon after its delivery from Triad Machinery to Whidbey Island in Puget Sound in Washington.

Based in Freeland, WA, Ice Flow LLC does business as Nichols Brothers Boat Builders (NBBB), a custom vessel construction company established in 1964.

The first major project on the books for the new crane was lifting a 125,000-pound pilot house for a new 100 by 40-foot hybrid tractor tug scheduled for early 2019 delivery to Baydelta Marine of San Francisco, CA. The pilot house was lifted 47 feet in the air and placed on the hull of the tug.

For Operator Supervisor Kyle Stata and the team at NBBB, on-time delivery of a 100-foot long tug requires maneuvering in a tight shipyard environment and safely providing all necessary components for construction. Portable containments that measure up to 85 feet long by 50 feet wide are constantly being moved around during all phases of the construction process.

"We replaced a 1970s era lattice crawler crane with this 298 and really like it for a lot of reasons, but maybe most importantly is the offset main lifting sheaves," Stata said. "We really like the updated boom pendants on the 298 which allow for quick stowage and assembly,



The first major project for the new Link-Belt 298 Series 2 crawler was lifting a 125,000-pound pilot house for a new hybrid tractor tugboat.

plus we don't need to lube boom pendants anymore. The ability to meter individual hydraulic controls is also very handy, like adjusting winch speed while booming down and holding the load."

Ideal solution

For NBBB the offset main lifting head feature replaces a jib for movement of the portable containments and other components.

"The tractor tug is one of seven projects we have ongoing and having the offset sheaves gives us that extra three to four feet of clearance from the boom when doing tight lifts," Stata said. "This keeps everyone busy and keeps the 298 moving

around our yard feeding everyone with materials."

Because the facility is tight, Stata has been impressed with the maneuverability of the 298.

"The LMI (load moment indicator) for setting limits is very easy to use," he said. "Because this is such a tight space, the cameras and the great visibility for the operator gives everyone eyes on everything at all times. Another thing is the noise element, we're positioned in a residential area for the most part and on either side of our property are homes – this crane is much quieter compared to the loud diesel engine we had previously."

Delivery of the tractor tugboat is scheduled for first quarter 2019.

"We'll deliver the ship in the next few months – this is a start-to-finish construction agreement for us," Stata explained. "The 298 has definitely increased our lifting capacity – it about doubles the capacity we had from its predecessor – 10 percent over our other large crane, and 70 percent more joint lifting capacity." ■

Nichols Brothers Boat Builders is impressed with the maneuverability of the new crawler.



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A firm commitment

It starts with culture: **Chris Nelson** discusses nine steps to award-winning safety.

One of the best parts of my job is watching organizations in our industry be recognized for their commitment to safety during the SC&RA's Annual Conference. This year, in beautiful Carlsbad, CA, I watched as 10 companies that NBIS is proud to insure won well-deserved safety awards, including SC&RA's Transportation Zero Accidents Award, a Transportation Fleet Mileage Category Award, a Fleet Safety Award for obtaining an accident frequency rate of less than 0.45 during all of 2018 and a Driver Safety Award for accumulating five years of accident-free driving.

Admirable culture

On an individual level, these awards speak to safety, but on a company level these awards speak to a pervasive and admirable culture of safety. Each of these companies has made a firm commitment to making safety something they don't just talk about, but something they live and breathe day after day.

Industrial Safety & Hygiene News writer Stephanie Zizzo, in a 2011 article on behavior-based safety, defined safety culture as a "broad, organization-wide approach to safety management." She went on to write that a safety culture "is the end result of combined individual and group efforts toward values, attitudes, goals and proficiency of an organization's health and safety program."

Dean Kaplan, chairman of the National Tank Truck Carriers, writing for *Transport Topics* in 2014, contended that in a competitive industry like trucking, safety is actually the key differentiator. "Only by cultivating a culture of personal accountability for safety at every level of trucking can we reduce the number of accidents."



THE AUTHOR

Chris Nelson is Program Manager for Specialized Transportation for NBIS, the official insurance provider for SC&RA. For more information please visit nbis.com.

He went on to explain that emphasizing and ingraining safety into everything a company does is one of the most effective approaches to organization-wide safety adoption.

"At my company," he wrote, "it starts with rigorous hiring and screening processes, continues with comprehensive driver training that engages senior drivers as mentors, regular safety meetings and providing our drivers with state-of-the-art equipment to help them get the job done."

In 2007, The Transportation Board of the National Academies published a substantial research synthesis that was sponsored by the Federal Motor Carrier Safety Association (FMCSA) titled, "The Role of Safety Culture in Preventing Commercial Motor Vehicle Crashes: A Synthesis of Safety Practice." What the study found was that while improvement of "safety culture" is "sought by organizations that face safety risks, the specifics of the term itself and the methods by which safety culture is fostered are relatively ambiguous."

The synthesis also found that a key reason for this is "the general lack of standardization of the highly qualitative term 'safety culture,' even within the trucking and motor coach industries."

Action items

In an effort to aid in the development of a defined and positive safety culture within a motor carrier, the synthesis suggested nine action items that I believe are a great start for any company interested in developing a safety culture that lasts:

- 1 DEVELOP OR REDEVELOP INTERNAL DEFINITIONS OF CULTURE AND SAFETY.**
- 2 CONDUCT "ROOT CAUSE" ANALYSIS, OFTEN CALLED A "SWISS CHEESE" RISK REVIEW.**
- 3 IDENTIFY AND DISPEL MYTHS.**
- 4 CONDUCT INSTITUTIONAL SAFETY KNOWLEDGE DEVELOPMENT.**
- 5 DEFINE OR REDEFINE EMPLOYEE SAFETY ROLES FROM TOP TO BOTTOM.**



“ Only by cultivating a culture of personal accountability for safety at every level of trucking can we reduce the number of accidents. ”

6 ASSESS THE EFFECTIVENESS OF SAFETY COMMUNICATION AND REENGINEER SYSTEMS OF SAFETY COMMUNICATION.

7 CREATE OR ENHANCE A SYSTEM OF SAFETY RECORD DATA COLLECTION AND ANALYSIS.

8 DEVELOP OR REDEVELOP MOTIVATIONAL TOOLS.

9 IMPROVE DRIVER RETENTION.

As most of you probably know, the amount of information available to help improve safety – and to help create a lasting safety culture that just might get you an SC&RA Transportation Safety award – within your organizations is nearly limitless. Resources abound, and this can sometimes make undertaking a new effort seem Herculean in scope. If you find yourself with questions, reach out to either me or one of the other NBIS Risk Management Team members and we can help figure out which steps to safety make the most sense for you.

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Hidden in plain sight

Your new workforce might already be in front of you.

Amid the ongoing examination of the worker shortage, something worth considering is that the talent you need might be hidden in plain sight – i.e., sitting across from you at the conference table, standing next to you in the warehouse or completing a checklist on the jobsite.

It's worth looking into – so says a growing inventory of industry insiders and reports. We're often reticent to look in the direction of people we already have because we might think they don't have the right skills, but there's actually a strong likelihood that your company possesses more talent than you realize. In fact, creative problem solvers probably already exist at every level of your organization.

Are they all ready to move into areas or assignments that demand specific levels of technical expertise? Maybe not, but you probably have more than one individual within your workforce who exhibits innovative tendencies, a strong work ethic and a collaborative disposition. These folks are usually eager to learn, happy to help and capable of driving your company forward through challenging times.

Skills goldmine

In a recent piece for *strategy + business*, Vicki Huff, global leader for new ventures at PricewaterhouseCoopers (PwC), the largest professional services firm in the world, points to five steps that could help you identify creative/innovate talent within your ranks.

GAMIFY INNOVATION: A lot of companies are holding hackathons and other events that showcase innovation and make a contest out of it. A traditional tech company hackathon is something like a grown-up science fair, held over a few days, with teams working on developing new code or products or internal solutions in a competitive but collegial environment. Obviously, this concept works across almost any industry and at companies of all sizes – customized for both transport and construction.

ADOPT AGILE APPROACHES: Tech companies have led the way in fostering creativity by using an agile approach. Teams break projects down into sprints, focusing intensely on solving one specific problem at a time in a short, set period. This can lead to quick, outside-the-box thinking and risk taking, and gives staff the ability to pivot to new ideas as short-term findings become clear. And, as with hackathons, these methods can be adapted to work in any industry.

CREATE INNOVATION INCUBATORS: Another way to find the innovators hiding in plain sight at your company is to create teams tasked specifically with coming up with new ideas. This responsibility isn't in most employees' job descriptions, so they might not be prioritizing it. But you can create formal innovation programs, or even tie a pilot to an existing project, to give employees the time and space they need to show what they're capable of.

KEEP DIVERSITY IN MIND. Bringing together people with diverse

backgrounds, ages and cultures can be energizing for everyone and unearth fresh thinking. If you expect innovation to come only from a certain place within your company or from certain types of people, you might be missing a goldmine of latent skills.

EMBRACE FAILURE. When it comes to innovation, failure isn't an option, it's mission-critical. There are ways to screen current employees to find those who are comfortable with failing as part of the creative process. For instance, those who've been in the same job or at the same company for decades might be afraid to push outside their comfort zone. Ask them about the last time they came up short in a project but learned something significant.

As we've learned in recent years, most ideas that address the worker shortage are worth looking into. But not asking questions of ourselves and our companies – particularly members of our team who might be perfectly willing and able to advance the company – could prove counterproductive, and undoubtedly a step in the wrong direction.

At this point, we have to be smarter than that. ■

CHIEF EXECUTIVE OFFICER



Joel Dandrea

5870 Trinity Parkway,
Suite 200
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Stacking them up

SC&RA member companies receive their just dues at the Annual Conference.

SC&RA recognized a number of individuals and companies with both Transportation Safety and Crane & Rigging Safety Awards at its 2019 Annual Conference, April 23-27, at the Omni La Costa Resort in Carlsbad, CA.

Eight SC&RA member companies received a Transportation Zero Accidents Award for having no recordable accidents: BOSS Crane & Rigging; Bragg Companies – Heavy Transport; Doug Davidson Trucking; Emmert International; Global Specialized Services; KMX International; Precision Heavy Haul; and Trans-United.

“Receiving the Zero Accident Award is a visual reminder that the company core values are shared among all employees, which is one of the leading factors to our continued success,” said James Vitez of KMX International. “Given the hazards of our industry, there is great satisfaction in knowing that each employee goes home to his/her family the same way as they arrived to work that day, as well as knowing shipments arrived at the destination in the same condition as they were transported from their origin.”

Six member companies received a Transportation Fleet Mileage Category Award for having the lowest accident frequency rate in different mileage categories, which included: 100,000 to 500,000 miles, KMX International; 500,000 to 1.5 million miles, Bragg Companies – Heavy Transport; 1.5 million to 5 million miles, Trans-United; 5 million to 20 million miles, Midwest Specialized Transportation; 20 million to 50 million miles, Maxim Crane Works; and over 100 million miles, Landstar Transportation Logistics.

Constant improvement

The Fleet Safety Improvement Award was presented to SC&RA members who showed a reduction in their accident frequency rate for miles traveled, compared to their previous year accident frequency rate. Three member companies took home this honor: Miller Transfer, Midwest Specialized Transportation and Trans-United.

Mitch Unger, president at Miller Transfer, acknowledged that receiving recognition among a peer group comprised of



Transportation Group Fleet Safety



Transportation Group Fleet Mileage



Transportation Group Fleet Safety and Zero Accidents

Vern Boucher and Lloyd Grimesay at Dawes Rigging & Crane Rental; Joe Cairell and Tim Moberly at Duncan Machinery Movers; and Anthony Conetta, Mario Hernandez and Lynard Smith at Dun-Rite Specialized Carriers, picked up Driver Safety Awards for accumulating five years of accident-free driving.

The end result

On the lifting side, ten member companies received a Crane & Rigging Zero Accident Award – for having no recordable accidents: A&A Machinery Moving; Bollmeier Crane; CJ Drilling; Dobson Industrial; Imperial Crane Services; J.F. Lomma; R. Gingerich Crane; Sautter Crane Rental; Waggoner Equipment Rental; and Wilkerson Crane Rental.

Waggoner Equipment Rental Operations Manager Alana Yount pointed out that, “A solid safety record allows our business to have the credibility to work in many industries for many companies. Receiving

industry leaders is a true honor. “It helps our company convey externally to the marketplace as well as internally to our employees our commitment to safety,” he said.

Six companies received a Fleet Safety Award for obtaining an accident frequency rate of less than 0.45 during 2018. They were Berard Transportation; BOSS Crane & Rigging; Doug Davidson Trucking; Emmert International; Global Specialized Services; and Precision Heavy Haul.

“It is satisfying to know that SC&RA appreciates and recognizes companies that value safety as much as we do,” noted Brett Berard, vice president at Berard Transportation. “While we don’t practice safety to win awards, it’s always at our forefront.”

For 2019, one professional driver was recognized with the Million Miler Safety Award, which shines a light on drivers who’ve accumulated a minimum of one million consecutive miles of safe driving within the industry. Frederick Foster from Landstar Transportation Logistics took home the honor.

“It is satisfying to know that SC&RA appreciates and recognizes companies that value safety as much as we do.”

BRETT BERARD, vice president, Berard Transportation, Inc.



Crane & Rigging Group Safety Improvement

the Zero Accident Award only further validates the commitment we provide to our customers each and every day.”

Tony Cygan, business manager at A&A Machinery Moving, added, “Having zero accidents means that all of us, together, did the things necessary to be safe. We trained. We followed processes. We took the time to think and plan. And we respected each other by working safely ourselves and making sure that those around us also worked safely.”

Twenty member companies received Crane & Rigging Safety Awards due to their superior safety records, achieving an incident rate of less than or equal to 2.1 plus an Experience Modification Rate (EMR) of 1.0 or less. They included: A&A Machinery Moving; Barcelona Equipment; Bigge Crane and Rigging; Bollmeier Crane; BOSS Crane & Rigging; Buckner HeavyLift Cranes; CJ Drilling; Deep South Crane and Rigging; Dobson Industrial; Imperial Crane Services; J.F. Lomma; Maxim Crane Works; Phoenix Crane Rental; R. Gingerich Crane; Sautter Crane Rental; Southern Industrial Constructors/Southern Crane; TNT Crane & Rigging; W.O. Grubb Crane Rental; Waggoner Equipment Rental; and Wilkerson Crane Rental.



Crane & Rigging Group Zero Accidents

TONY CYGAN, business manager, A&A Machinery Moving

Five member companies picked up Crane & Rigging Improvement Awards for reducing their incident rate compared to the previous year’s contest entry: Bollmeier Crane; Deep South Crane and Rigging; J.F. Lomma; Maxim Crane Works; and Southern Industrial Constructors/Southern Crane.

Crane Operator Safety Awards recognize certified crane operators who exhibit exemplary work achievements by accumulating 10,000 consecutive man-hours, recording zero incidents or accidents. Winners represented 10 separate member companies: Michael

Boden, Barnhart Crane & Rigging; Bill Depyper and Garrett Setser, JJ Curran Crane Company; Anthony Barrios and Eric Fekete, Dawes Rigging & Crane Rental; Jacob Aydell, Brent Kelly and Josh Monk, Deep South Crane and Rigging; Lynard Smith, Dun-Rite Specialized Carriers; Gerardo Bustamantes, Dutch-Phipps Crane & Rigging; Jon Scheldrup and Tyler Ulsh, NessCampbell Crane + Rigging; Todd Arbaugh, John Choplin, Bud Jennings, Pete Mendricks, Tom Mitchum, David Parker, Richard Potts, Justin Tabor and Brad Temple, Southway Crane & Rigging; Colvin Gaines and Donald Honea, TNT Crane & Rigging; and Kyle Sardigal, Waggoner Equipment Rental.

“The award represents the ALL Family of Companies’ corporate commitment to safety and reflects the professionalism and personal responsibility our crane operators exhibit on a daily basis,” said Steve Freckmann, general manager at Dawes Rigging & Crane Rental. “This achievement raises safety awareness throughout the entire workforce and encourages other operators to want to attain the 10,000-hour safety award. The end result is a safer company, a lower EMR and increased business opportunities. It’s part of a continuum.”



Crane & Rigging Group Safety

“ Having zero accidents means that all of us, together, did the things necessary to be safe. We trained. We followed processes. We took the time to think and plan. ”



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Recruiting the next generation of operators

More than 3,800 high school and middle school students from more than 90 schools across Michigan attended a remarkable demonstration of construction equipment, May 1-2, that showcased the extraordinary opportunities that crane and rigging, as well as related trades, can offer.

The two-day *Michigan Construction Career Days*, held annually in the spring at IUOE Local 324's Howell, MI training center, featured education, hands-on activities, computer simulations, equipment demonstrations, and informational booths about careers in the skilled trades. Students even had the opportunity to try their hand at operating different types of heavy equipment, including cranes, excavators, bulldozers, jackhammers, and trucks – with guidance and close supervision by experienced operators.

Tara Whittington, Manager of Marketing and Customer Service at NCCCO which helped to sponsor the event, engaged students in the “how, what, where, when and why” of getting started in the crane industry, how to get certified, the importance of safety, and the excellent earning potential that a career as a crane operator can bring.

“It’s exciting watching students use real tools, real equipment, and real techniques side-by-side with real industry professionals—and then seeing the light bulb go off in their heads that a career in the construction industry can be rewarding, challenging, and even fun,”



Construction Career Days featured education, hands-on activities, computer simulations, equipment demonstrations, and informational booths about careers in the skilled trades.

said Whittington. “I explain that today’s shortage of skilled laborers ensures that they will be able to get a job and make good money.”

In addition to the Operating Engineers, a diverse range of other skilled trades unions co-hosted the career event, including the United Association, Finishing Trades Institute, Michigan Regional Council of Carpenters and Millwrights, International Brotherhood of Electrical Workers, Sheet Metal Workers, Bricklayers and Allied Craftworkers, and others.

Making a good living

Michigan Governor, Gretchen Whitmer, who attended the event, observed that too few young people even understand what an operating engineer does or what a sheet metal worker does. “To come out here to see it, to be a part of it, to operate one of these machines, I think is incredibly important to making sure everyone has a path to something they are going to enjoy and make a good living doing,” she said.

“Whether it’s the roads we drive on, the homes we live in or the bridges we cross, the people in the building trades literally keep Michigan running,” said Lee Graham, Director of Labor Management for Operating Engineers 324. “There are career opportunities here that have great

Students had the opportunity to try their hand at operating different types of heavy equipment, including cranes of various types.

pay, excellent benefits and rewarding work,” he said. “When students see the great things we are accomplishing, we watch how excited they get at the idea of being part of it. It’s our job to show them how, and help them on their journey.”

The event also showed students that soft skills such as communication and management are critical to construction success. One exercise divided a team of students into owner, project manager, specialty contractor, and craftworker and required them to work together to construct a project using Lego bricks. ■



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Dr Oliver Fries, vice president European engineering and technical services, WireCo WorldGroup

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Blanca Claeysens, general manager, ASA France

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Empire Crane adds Jerszyk to sales team

Bob Jerszyk

has joined the sales team of Empire Crane New England. As a new sales representative,



Jerszyk will be responsible for serving crane customers throughout the New England region. He has more than 18 years of experience in the construction industry selling equipment and rigging accessories.

"Having worked with many general contractors in my past positions, I understand their need for exceptional value and productivity from equipment while on the jobsite," Jerszyk said. "I look forward to helping fulfill those needs."

Jerszyk and Justin Melvin, general manager, are putting a heavy focus on the Demag all terrain products such as the new AC45 City and the AC60-3. The new Demag cranes are perfect for New England because of their compact size and maneuverability, the company said. They also have multiple new Manitex boom trucks available, and a new Kobelco CK1100G-2 and CK1600G-2 in Empire's Massachusetts yard.

"Bob has a lot of experience and contacts in different parts of the construction industry," said Luke Lonergan, owner and CEO, Empire Crane. "I feel he is going to be a great asset to our customers in the New England area."

Empire Crane Company was founded by Paul and Luke Lonergan in 2002. The company offers crane sales, parts, service and rentals.

New CEO for Raimondi team

Italy-headquartered tower crane manufacturer Raimondi Cranes has appointed Eng. Domenico Ciano to the role of chief executive officer. Ciano succeeds Ahmed Alkhoshaibi, who has been Raimondi's chief executive officer since 2009.

Ciano joined Raimondi in October 2014 as a technical director. Ciano was soon promoted to chief operations officer where, according to Raimondi, he was instrumental in developing research and development capabilities and for delivering a number of Raimondi products to the global market.

"As Raimondi's chief executive for more than a decade, I am pleased to see



our succession planning process activated," said Alkhoshaibi. "I am confident and proud that Raimondi will have a leader that both values its heritage and that will further invigorate the significant upward trajectory we have experienced these past few years. The wealth of in-house experience, together with his innovative approach to the crane industry, are only two of the reasons that the board of directors advocated for his appointment. I look

forward to seeing Eng. Ciano's passion, loyalty and drive rewarded through his position as our new chief executive." ■

Domenico Ciano

Kellerstrass joins Kirby-Smith as GM

Kirby-Smith Machinery has appointed David Kellerstrass as general manager, product support sales. Kellerstrass will manage product support sales operations, which includes oversight of 16 product support sales representatives for the company. Kellerstrass will focus on growing parts and service opportunities for KSM, partnering with industry suppliers and engaging KSM's customer base to ensure their satisfaction, the company said.

Kellerstrass has over a decade of experience in Komatsu dealership operations, joining KSM after a diverse 11-year career in sales and management at Power Motive Corporation in Colorado. In that position, he served in roles as a territory salesman, rental operations

and fleet general manager and most recently as a corporate product support sales manager.

"David is well known in our circles for his leadership, work ethic and ability to build strong relationships with customers, suppliers and teammates," said Brad Campbell, vice president of product support, Kirby-Smith Machinery. "We are very fortunate to have him join our team at Kirby-Smith."

Kellerstrass is enthusiastic about his new team and will focus his managerial efforts on putting them in the best position to be successful, he said.

"I'm a firm believer in cultivating the skills of the people around



■ **Travis Wilt** and **Alex Clark** have joined Maxim Crane Works to lead its expansion of a fully operated and maintained fleet of crane-related services in the Pacific Northwest. Wilt will join Maxim as the vice president for the Pacific Northwest Division and Clark is vice president of operations for the region.



■ **Jack Vernon Nix, Jr.**, vice president of operations for Shelby Erectors,

was named the 2018 Person of the Year by the Steel Erectors Association of America (SEAA). A veteran of the steel erection industry for nearly 25 years, Nix is also currently serving his fifth term on the SEAA Board of Directors.

■ Iowa Mold Tooling has promoted **Todd Brager** to service representative, and appointed



Chase Reding as a production supervisor. The company will host a second hiring event on June 21, 2019 to help



additional skilled and qualified workers join the IMT team.

you so they can grow, problem solve, succeed and build relationships," said Kellerstrass.

"Kirby-Smith is a great organization because of its people, and I'm excited to be a part of what we are building," added Kellerstrass. ■

David Kellerstrass

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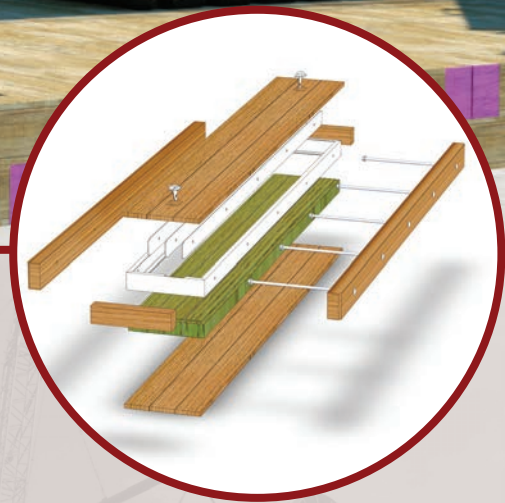


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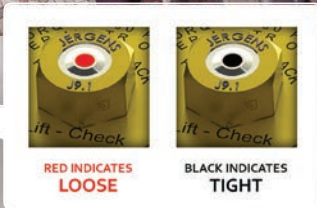


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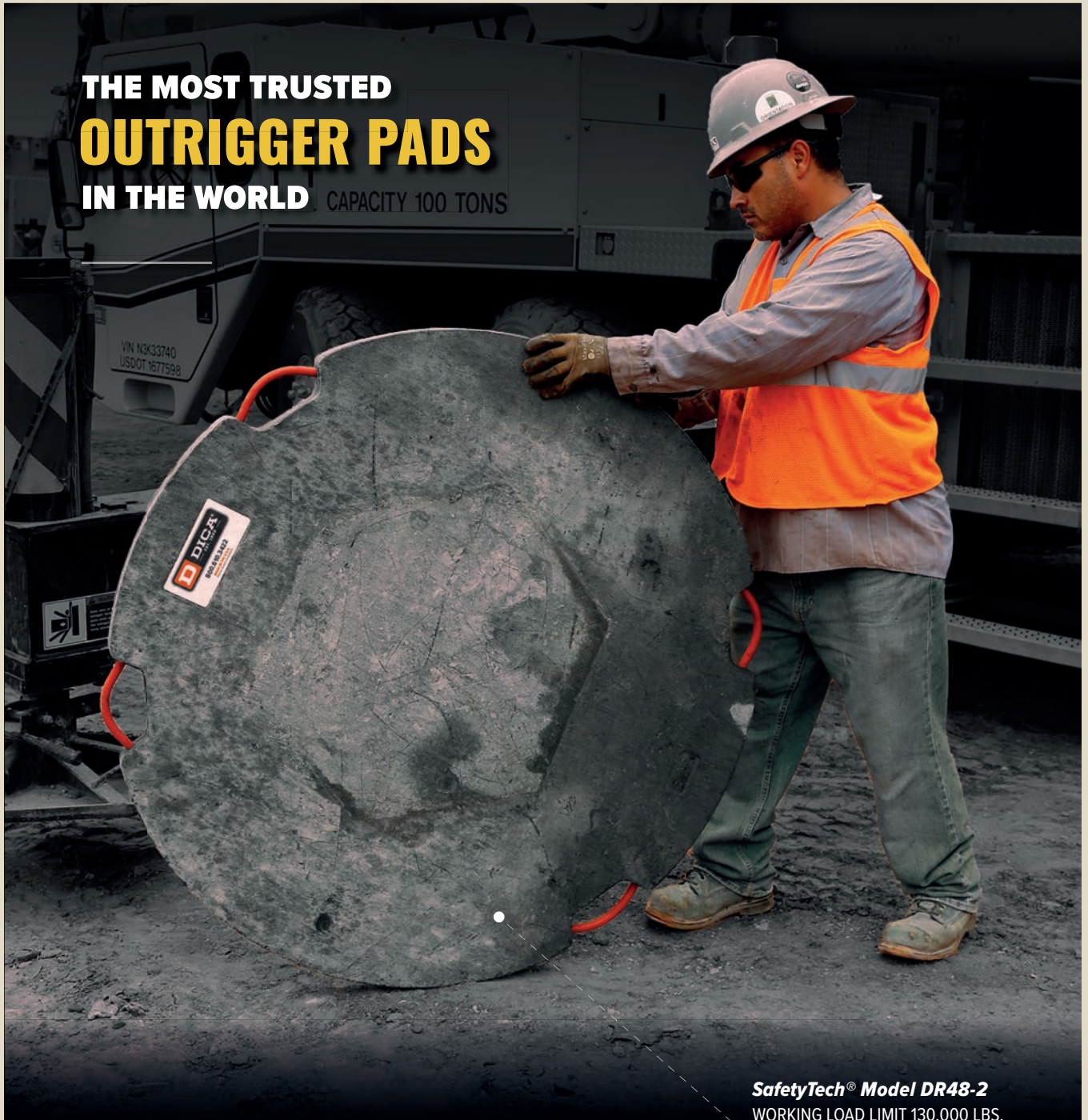


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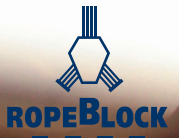
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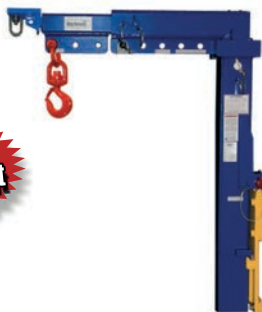
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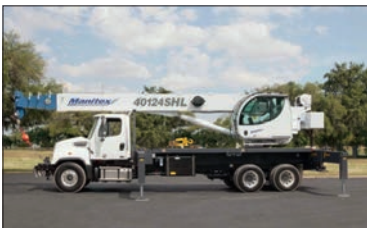
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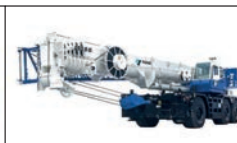
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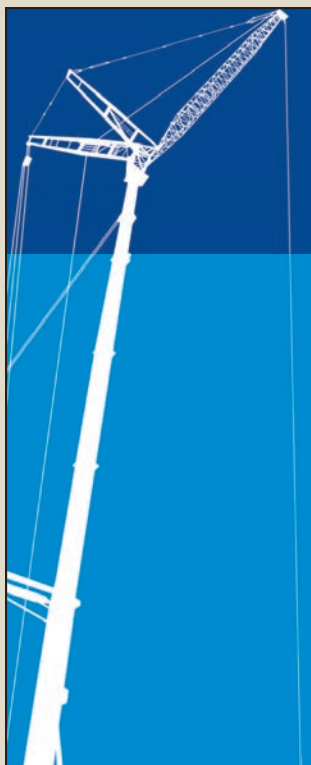
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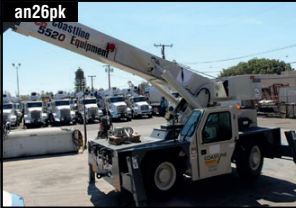
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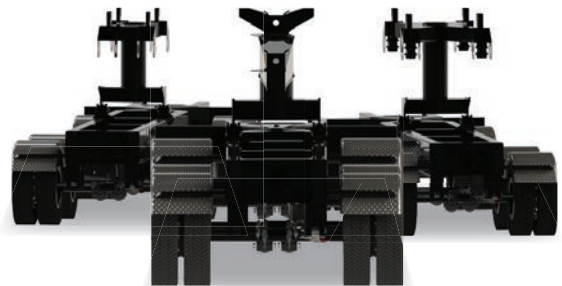


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Beat the heat

Now is the time to revisit your heat illness prevention program.

In the crane and rigging industry, the annual transition to warmer temperatures means an uptick in projects and workable hours on jobsites. It's a busy time of year – productivity is going up, and temperatures are too. Of all weather-related fatalities in the United States, perhaps surprisingly, heat is both the dominant cause of death and chief among the most preventable.

The first step to ensuring that your workers are not put at increased risk for experiencing heat-related stress and illnesses is the creation and maintenance of a robust *Heat Illness Prevention Program*. If your company doesn't already have this type of program, you need to start developing one right now – it's as simple as that.

Educate your workers

One of the easiest ways to prevent heat-related illness and injury is to have an educated workforce. Share the potential threats – heat stroke, heat exhaustion, heat cramps, heat rash – and how to protect against them with your employees regularly throughout the warmer months.

And be aware that understanding what symptoms to look for, and what to do when they are spotted, can be the difference between life and death. The acronym HEAT stands for Hydrate, Educate, Acclimatize and Train. Using this simple mnemonic can help you and your workers remember the key points in preventing heat injury and illness on your company's jobsites.

■ **HYDRATE** – Provide access to cool water and schedule frequent water breaks so that workers can get the water they need when working in high-heat environments. At least one pint of water is needed per hour.

■ **EDUCATE** – Make sure all your workers know to look for the signs of heat injury and illness, the difference in symptoms between

“ The first step to ensuring that your workers are not put at increased risk for experiencing heat-related stress and illnesses is the creation and maintenance of a robust Heat Illness Prevention Program. ”

the different types of heat illness, and what to do to help coworkers who appear to be suffering from a heat-related illness.

■ **ACCLIMATIZE** – Reduce risk of heat injury by allowing your workers time to build up a tolerance and acclimatize to working in high heat, whether its because they have been performing other jobs or if temperatures have risen rapidly in a given season.

■ **TRAIN** – Train workers with good habits and rules for working in high heat, taking regular breaks for water and rest in cooler or shaded areas, always wearing the appropriate Personal Protective Equipment (PPE) and attempting to rotate job functions with other employees to reduce heat exposure where possible.

Preventing consequences

Employees (at some point, most crane and rigging workers in the United States) who perform work in moderate to high temperatures and/or humid weather conditions, especially where increased heart rate and perspiration are concerned, must know the necessary information to recognize, understand and try to prevent the consequences of heat stress. Understanding what to look for and what to do can mean the difference between life and death.

There's simply no substitute for a well-communicated, often revisited *Heat Illness Prevention Program*. In some states, these plans/programs are actually required by law. Heat illness training is a crucial part of a company's safety and risk management program. Don't let summer arrive before you are ready to protect your workers against it. ■

THE AUTHOR



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

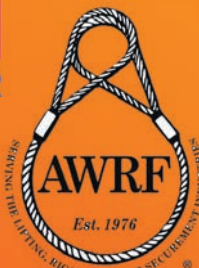
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