

ACT

The magazine for the crane, lifting and transport industry

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A KHL Group Publication



Official domestic
magazine of
the SC&RA

INTERVIEW

New SC&RA President
Kevin Johnston

INDUSTRY FOCUS

Wind component
transport

INDUSTRY FORUM

Used cranes

Crawler
comeback!



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New normal

June was a milestone month for me. I boarded a plane and went on a business trip. In fact I actually took two business trips last month. I visited the Link-Belt team in Lexington and learned about some new developments that we will be covering soon. I also travelled to Birmingham, AL to the SC&RA Specialized Transportation Symposium. While there were some hiccups with cancelled flights and delays, it felt good to be on the road again. I even hummed that classic Willie Nelson song as I boarded the plane to Lexington. While I didn't anticipate anyone asking me for it, I had my Covid vaccination card stored digitally on my phone. While safeguards are still in place in many regards, I felt safe meeting and greeting people I hadn't seen in more than a year. It's good to see things finally getting back to this "new" normal. I'm greatly looking forward to the SC&RA Crane & Rigging Workshop in September, which we have previewed starting on page 11.

Terry Young was an influencer way before that term was redefined. His life's work was safety and he taught thousands of people about jobsite safety and how to achieve a safety culture. For many years, he wrote the Safety column for ACT, and he helped me understand so many aspects of safe crane operation, OSHA standards and the like. He helped me assess what our readers want to read about, and he took seriously his position on the SC&RA Publications Advisory Committee, which had the idea to start this magazine and has supported it through the years. Terry fought pancreatic cancer with grace and dignity. His optimism and bravery was compelling. He is already greatly missed.

Kevin Johnston is the new president of the SC&RA. Mike Chalmers interviewed him in our Q&A this month. The article is a good read and offers a lot of insight about Kevin, his work ethic and his excitement about leading the Association.

As we navigate a post-pandemic environment, the used crane market is heating up. Hannah Sundermeyer reports on this market in our Industry Forum: Used Cranes. The take-away is this: Used cranes have somewhat of a fixed cost. They were purchased pre-pandemic and for the most part have been underutilized over the past year. As a result, many used cranes have lower hours-usage than normal. It's a hot market and getting hotter.

Lift planning, crawler cranes and wind component transport are also covered in this issue. And finally, drop me a note about what's going on with your company, people, equipment and projects.

D. ANN SLAYTON SHIFFLER

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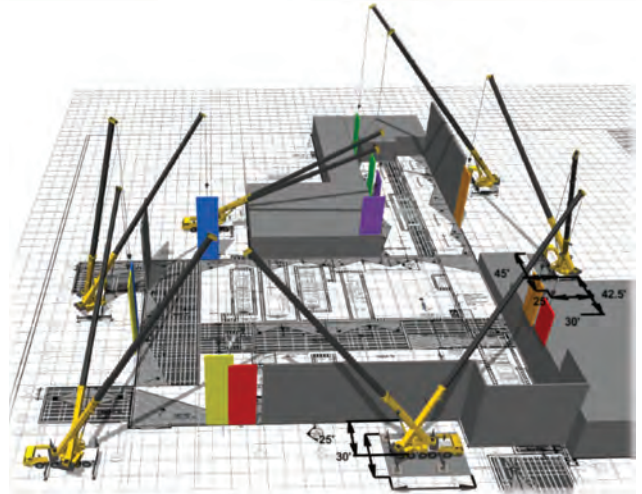


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- Calculate outrigger loads

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- Coordinate multi-person team practice



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COVER PHOTO COURTESY OF BUCKNER HEAVYLIFT

The market for lattice crawler cranes is starting to heat up and diversify. Buckner HeavyLift's LR 11350 works at night. See our Product Focus Crawlers on page 36.



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Link-Belt debuts truck crane

Link-Belt Cranes has rolled out a new 65-ton truck crane, the 65IHT. New features include a four-section 36.5 to 115 foot full-power boom that reaches a maximum tip height of 125 feet. The new unit will replace the HTC-8660 Series II. The crane also has a new formed boom system with Teflon-impregnated wear pads that do not require grease.

The 65IHT features the next generation of emission standards with an EPA 2021 certified Cummins L9 engine that provides 260 hp at 2,000 RPM. Improved capacities over its predecessor are delivered through three optimized boom extend modes and an increase in maximum counterweight to 18,700 pounds, Link-Belt said. Operator controls are available in either a dual or single axis configuration and have a fine metering feature for precise operation.

The 65IHT features Link-Belt Pulse, a Link-Belt designed, total crane operating system that utilizes an in-cab display as a read out and operator interface with on-board diagnostics including the rated capacity limiter, wind speed, boom length and angle, radius of load, and crane configuration just to name a few.

The 65IHT was designed for transport flexibility and jobsite travel, the company said.



Link-Belt has unveiled the new 65IHT, a 65-ton capacity truck crane, that can reduce its transport weight to less than 65,000 pounds with all counterweight removed.

Igo T 99 revealed virtually by Potain

Tower crane manufacturer Potain unveiled its Igo T 99 telescopic self-erecting crane on Friday, June 11, 2021. Capacity is 6.6 tons, and it offers a 147-foot jib with 126-foot maximum under hook height, with the jib elevated to 30 degrees. The Potain Igo T 99 is a versatile telescopic self-erecting crane with a 6.6-ton capacity and a 157-foot reach. Its 126-foot height under hook makes the crane ideal for a variety of jobsites. The new model is designed to have compact dimensions for transport and a minimal footprint in use. The way it unfolds is designed to allow erection in a confined space.

Extending the jib to 147 feet gives a tip load of 1.6 tons. With the full 157 feet of jib out horizontally capacity is still 1.3 tons. Height-under-hook with the jib horizontal is 126 feet. Raising the angle to 30 degrees increases the vertical reach to 185 feet.

The Potain Igo T 99 is a telescopic self-erecting crane with a 6.6-ton capacity and a 157-foot reach.



Six jib length options are available between 104 feet and the full 157 feet. Similarly for working height, up to three mast sections can be added, giving seven working heights between 67.2 and 126 feet. Total transport length is 51.3 feet by 13.1 feet high when fitted with 49.7 mph axles. Existing Igo and Igo T transport axles can be used to move the new model. Once on site its space requirement is 14.7 feet by 14.7 feet when erected. The new unfolding

mechanism allows erection in narrow spaces close to buildings, Potain parent company Manitowoc said.

“The newly launched Potain Igo T 99 from Manitowoc is a highly versatile telescoping self-erecting crane with streamlined transport options and easier-than-ever setup and operation,” said Rémi Deporte, self-erecting product manager. “This crane will enable customers to take on more jobs and achieve a higher return on their investment.” ■



ACTEXCLUSIVE

First Look: Manitex TC65159

Following rigorous machine testing and a delay due to the Covid-19 pandemic, Manitex has unveiled the first photography featuring the new TC65159 truck-mounted crane. The TC65159 features a 65-ton base rating and five section 159-foot, full power, proportionally extended boom with 168-foot tip height and 206-foot tip height when equipped with a 1-piece, 38-foot offset lattice jib.

■ Select Crane Sales has developed a Branchburg, NJ location. The expansion will increase the warehouse and shop space to over 10,000 square feet.

■ Bridon-Bekaert Ropes Group (BBRG) is now offering a line of resin end-stops to meet the requirements of crane OEMs, wire rope suppliers and crane operators. Products are available to meet specific needs of existing OEM fitting systems, the company said.



Faymonville adds to HighwayMAX line

Faymonville has unveiled the latest product in its HighwayMAX line, which now includes a new high-tech product for the North American transport market. The HighwayMAX Dolly & Booster is the fastest within the 19-axle class, the company said.

The HighwayMAX Dolly & Booster is an extendable super heavy haul trailer composed of nine hydraulically steered pendle-axes, a 3-axle jeep dolly and a 3-axle nitro booster. Including the truck, this unit creates a 19-axle combination and achieves a legal payload capacity of about 240,000 pounds at 20,000 pounds per axle.

Customers benefit from flexible use as the jeep dolly and booster are detachable. As the jeep and/or booster can be loaded on the trailer for empty runs, the HighwayMAX Dolly & Booster offers low operation costs without the need for expensive and time-consuming permits. The truck and trailer combination length is less than 110 feet long and the loading platform can be extended up to 82 feet. The spacing between axle tridems is adaptable to 14 feet, 16 feet, 18 feet and 20 feet.



The HighwayMAX Dolly & Booster was designed for the North American transport market.

Link-Belt rolls out TCC-550

A new 55-ton telescopic crawler, the TCC-550, is new from Link-Belt Cranes. Shipments of the new crane, which will make its debut at the company's CraneFest event later this fall, are set to begin in the fourth quarter of 2021.

The TCC-550 features two boom extend modes (EM1 and EM2). It was designed with a full-power 36.5 to 115 foot four-section boom that will move from a box-style embossed boom to Link-Belt's formed boom system.

The entire boom is greaseless and includes Link-Belt's Teflon-impregnated wear pads. Fly options include a 28.5-to-51-foot two-piece bi-fold lattice fly, stowable, offsettable to 2, 20 and 40 degrees; maximum tip height is 165.5 feet.

The TCC-550 can work at three different track widths: 15 feet 2.37 inches fully extended, 13 feet 6.11 inches intermediate and 11 feet 5.24 inches retracted. It has two travel speeds and can travel



The TCC-550 features a full-power 36.5 to 115 foot four-section boom that will move from a box-style embossed boom to Link-Belt's formed boom system.

up to 2 miles per hour. With a standard counterweight package of 25,000 pounds, the TCC-550 transports in one load while staying under 100,000 pounds. On the trailer, the TCC-550 travels at a height of 9 feet 10.55 inches and a width of 11 feet 5.24 inches.

New Favco luffer for U.S. market

Favelle Favco has a new luffing jib model for the U.S. market, the 70.5-ton capacity M900F-ST with short tail swing. With a 120-foot boom it will lift 70.5 tons on two falls of rope at a 50-foot radius or 70,100 pounds at a 110-foot radius. With the maximum 241-foot boom it will lift 87,000 pounds at 40 feet and 8.3 tons at a radius of 234.6 feet.

Four units are sold to TES Inc. with the first due to arrive in New York City by the third quarter of 2021. Until now, super high-rise projects in New York City have typically used Favco M440E and M760E models. The M900F-ST will out lift the M760E by nearly 40 percent at maximum radius.

The main hydraulic hoist winch is a 400 hp unit giving maximum line speeds of 364 feet a minute on one fall and 180 feet a minute on two falls. The 220 hp luffing winch will raise the boom in 2.5 minutes.



Favelle Favco has a new luffing jib model for the U.S. market, the 70.5-ton capacity M900F-ST.

As on the previous M760E, the M900F-ST has the same 13.2-ton capacity fly type auxiliary jib for panel rotation, personnel lifting and lifting light loads at high speed. The new model will free stand at 144 feet.



■ Frank Chiaravalloti Landscape Contractor purchased a new Manitex TC45127 for the ability to expand into tree work.

■ Engineering, construction and technical services specialist Audubon Companies has opened a division offering crane, heavy lifting and transport services in North and South America. Cranes are available in capacities from 90 up to 1,300 tons capacity. For specialized and heavy transport, the fleet includes self-propelled modular trailers, modular and conventional trailers.



Raimondi luffers at work in Toronto

Canadian builder Avenue Building Corporation deployed two new Raimondi LR273 luffing cranes for the construction of the first Canadian Nobu Residences and Hotel in Downtown Toronto. Currently working at the construction of the first two floors of the new development, the luffers are on site with a jib length of 131.2 feet at a freestanding height of 115 feet.

“We decided to purchase two Raimondi LR273 luffing cranes for this project,” said Jim Patullo, president, Avenue Building Corporation. “The contractor, Madison Group, had strict requirements for this high profile and logistically challenging project. The site is located in an area of downtown Toronto that is surrounded by many other high-rise condos and hotels and swing rights are a major issue.”



The Raimondi LR273 is a weight-optimized luffer with a 3.2-ton lifting capacity at a jib length clocking in at 197 feet.

With the first crane erected within a day in January 2019, and the second one installed in June 2020, the two heavy lifters already

completed the formation of the complex’s foundations and the six-level underground garage. Currently working at the construction of the first two floors of the new development, the luffers are on site with a jib length of 131.2 feet at a freestanding height of 115 feet. ■

HEC students attend crawler safety class

Heavy Equipment Colleges of America (HEC) students in Stonecrest, GA, took part in an assembly safety class on May 19, 2021 that used a new Manitowoc MLC100-1. Students spent the day watching the unit being assembled and tested at the school’s field-testing site shortly after HEC took delivery of the new crane. Sixteen HEC instructors and staff conducted the operation, which focused on safety measures to ensure the proper assembly of the 110-ton lattice-boom crawler crane.



HEC students engage in MLC100-1 assembly safety class as Georgia campus takes delivery of new crawler crane.

According to HEC President and CEO Bob Albano, students from the Lattice, Swing Cab, Fixed Cab and

Signal & Rigging courses participated, as well as students taking classes focused on heavy equipment.

The MLC100-1 purchase was part of a two-unit acquisition — the other crane went to HEC’s Oklahoma City location. The move is part of the school’s strategy to have students practice on modern cranes currently being used by contractors nationwide, giving them real-world experience.

“These two new Manitowoc MLC100-1 cranes will reinforce to prospective students that crane operator jobs nowadays are highly specialized and often quite different from outdated perceptions of the industry,” Albano added. ■

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Face to face

In person and in Chicago, the 2021 Crane & Rigging Workshop promises something for everyone.

From a tour of the LGH facility in Chicago, to an engaging session about jibs, the SC&RA Crane & Rigging Workshop has virtually something for everyone. Except this year, nothing is virtual for the Workshop that will be held September 14-16 at the Hyatt Regency Chicago that is located in one of the city's most appealing districts.

"The obvious reasons aside, I think one of the things I am most looking forward to this fall in Chicago is the expectation that this Workshop will bring a renewed or heightened awareness of members to be as up-to-date as possible on issues and policy changes that can impact their business," said Pat Collins, director of product marketing, Link-Belt Cranes, and SC&RA Crane & Rigging Group Chair. "Because to be away from your business this year, even for a few days, after the year we just put behind us, can be a lot to ask, so while at the Workshop, I think you will see more people being as efficient with their time as possible, as in more occupied chairs in the presentations versus 'lobby time.'"

Collins added that when attendees review the topics, material and presenters, they will have a better understanding of why they are there and the opportunities the Workshop offers.

"The only thing left to do will be to participate as much as they can," concluded Collins.

All things rigging

The Workshop kicks off Tuesday with a tour of LGH, North America's largest inventory of rental hoisting, jacking, winching, rigging and other material handling equipment. This tour includes the processes of equipment intake coming back from a project, including everything from stripping out load chain on hoists and cleaning it, to the final details right before delivery to a jobsite. Attendees will learn how the different equipment is



The 2021 Crane & Rigging Workshop will be held September 14-16 at the Hyatt Regency Chicago

broken down, re-certified and properly stored, inventoried and tracked as well as demonstrations of equipment being test-loaded.

Noteworthy sessions

The opening session on Wednesday is sure to generate a buzz. **Electric Crawler Cranes: The Unplugged Series** covers everything about the advent of electric cranes. Learn all about the customer experience of this emission free crane just launched in December 2020. Attendees will learn what is required in site planning regarding power supply; technical implementation and components; intricacies of the electric power train; and battery lifetime and recycling. This session is presented by Roland Nostler, product management deep foundation equipment, Liebherr-Werk Nenzing.

Another session that is expected to generate high interest is **Installation and Stowing of Swing-a-Way Jibs**, that is presented by Rick Binder, crane operator/evaluator, Dawes Rigging & Crane Rental; Jeffrey Hammons, Sr., president, JHam Group Consulting; and Richard Shultz, vice president engineering, Link-Belt Cranes.

Collins said that the Workshop sessions were planned to offer "sessions for all, covering management, safety, technology and adapting to the changing workplace."

Also on Wednesday, **Daily Impacts that**



Affect Your Insurance Costs is a breakout session that discusses how every day on the job is an opportunity to improve safety culture, reduce claim potential and keep employees safe. Listen in as experts review the top 10 impacts to insurance rates, including: impacts to Workers' Compensation experience mod, daily equipment maintenance impacts to Inland Marine and how the terms on a work ticket can change the outcome of claims. New insurance clauses and waivers of subrogation on workers compensation will also be discussed. Speakers include Jeff Haynes, National Heavy Construction Equipment Practice Leader, USI Insurance Services; James Jinhong, executive vice president, Underwriting & Business Development, NBIS (NationsBuilders Insurance Services); Bill Smith, executive vice president, Claims & Risk Management, NBIS.

3D Modeling and Animation: Change How Clients Look at Projects covers why 3D modeling help the client visualize the project better, but it also helps with executing the plan. Explore the impact



On Thursday, attendees can see presentations of the 2020 Rigging Jobs of the Year.

of 3D modeling and animation in engineering, planning and execution, including interferences checks; understand the advantages of 3D animation for implementation personnel training and scheduling; and hear how implementing 3D animation in field activities enables clear communication across all activities. Giving this presentation is Bogdan Gaita.

When Your Crane Operator Becomes a Driver discusses how once a crane operator gets behind the wheel of a mobile crane, a whole set of safety, compliance and underwriting considerations occur. It is important to understand best practices and training priorities often not considered with this dual role of a crane operator. Attendees will learn about the on-the-road exposure from a risk management and underwriting perspective, leaving with tools they can implement in their companies. Speakers are Chris Mikolay, Sr. vice president, Specialty Transportation, National Interstate Insurance and Paul Stock, vice president, Loss Control and Claims Services, National Interstate Insurance and Rick Emery, president, Emery+Karrigan.

Steel and Fiber Ropes: Above and Below the Hook reviews the installation, inspection and maintenance of steel and fiber ropes. Learn best practices to keep loads secure and the worksite safe. Speakers are Justin Brown, president, Uniropo Limited and Brooks Nunley, sales manager, Kennedy Wire Rope & Sling.

Valuable lessons

Kicking off Thursday is the **Breakfast with Champions**, presentation of the 2020 Rigging Job of the Year winners. Enjoy presentations exemplifying safety practices, ingenuity and achievements in solving problems encountered in rigging. Winners that are making presentations are: Under \$150,000, Barnhart; \$150,000 - \$750,000, Oxbo Mega Transport Solutions; and \$750,000 to \$2 Million, Barnhart; Over \$2 Million Fagioli SPA.



Thursday's breakout sessions include **Cyber Liability & What you Need to Know to Protect Your Company**, which will cover evolving social media practices, cyber liabilities and safety cultures. Each can be used to promote a company, but there are downsides that attendees need to be aware of. Understand what is needed in today's world to keep a company and reputation protected. Presenters are Cameron Boots, area vice president, Allied Insurance Brokers and Mike Knott, vice president of operations, Phoenix Crane Rental.

Below-the-Hook Lifters from Start to Finish will allow attendees to learn what it takes to create a lifter from start to finish in accordance with ASME B30.20 and ASME BTH-1 Standards. Understand the different types of lifters, from common spreader beams and c-hooks to complex automated lifting devices for use with all types of cranes. Speakers are Mazella Companies' Dan Sherwood, product manager; Nick Skoczen, product manager; and Chief Engineer & ASME B30.20 committee member Lili Radu.

Evolution of Workplace Safety Training will cover the revolution now taking place

in workplace training. Companies must balance the need to ensure employees receive vital instruction but look for new ways to provide it. Should companies consider "full service" training partners vs. in-house trainers that can provide a full suite of options to meet the needs of an entire workforce? Topics covered include virtual vs. instructor led; role of VR/AR/simulators; and the effect of Covid-19 on training providers and availability of quality instruction. Tony Radke, vice president, Easybook USA, is the presenter.

Company culture is often viewed as something that just evolves. But with the transitional and generational changes in the crane, rigging and specialized transportation industry, organizations need to pay attention to transparency, employee accountability and recognition. **Lessons Learned: Building Company Culture Amidst Transitional and Generational Change** will cover lessons learned and best practices to move your company culture forward. Panelists include Diana Holt, CEO, Wilkerson Crane Rental; Kate Lampson, director of marketing, Lampson International; and Sandy Steffan, vice president, Steffan Industries.

The ASME B30.5 standard is scheduled to be updated this summer. In the session **Ask Me About ASME: Experts Weigh in on B30.5 Updates**, attendees can learn from the ASME B30.5 chair and committee members about all the changes being incorporated and how the committee works. Speakers include ASME B30.5 committee member Thom Sickelsteel, CEO, National Commission for the Certification of Crane Operators (NCCCO); and ASME B30.5 committee chair Stephanie Wood, director, product safety, Terex Cranes Americas.

To register for the event, visit www.scranet.org/workshop2021.

NETWORKING BONANZA

As always, the SC&RA Crane & Rigging Workshop will feature several opportunities for networking including two networking breaks on Wednesday and Thursday, evening receptions and the Thursday Exhibit Center, which will include a buffet lunch and refreshments.

During the Exhibit Center, SC&RA brings together the industry's top manufacturers, software and training providers, insurance representatives and media all in one place. With no conflicting sessions or distractions, the Exhibit Center is the best place to meet with customers and make new contacts quickly and easily.






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First quarter results in the construction equipment industry were full of positivity. The challenge for manufacturers is meeting demand.

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.

Supply chain impacts

The recent spike in share prices started to show signs of levelling-off as summer got underway. But investors who put money into the market a year ago would be pleased with their returns. The broad market indicators like the Dow, NASDAQ and S&P 500 are up around 40 percent in a year, while the construction equipment market has doubled in value.

The most recent impetus for the markets was the first quarter reporting season. Although there were a few spikes, the fact that markets have remained fairly flat since indicates results were more or less in line with investor expectations.

In the construction equipment segment, sales certainly improved in the first quarter of the year. Analysis by Off-Highway Research

suggests it was the best first quarter on record for the industry in terms of revenues. It is also noted that the usual seasonal pattern is for both revenues and profitability to be better in the second quarter than the first.

Buoyant market

Finally, Off-Highway Research has remarked that for those companies that report order intake, the industry-wide book-to-bill ratio was also at a historic high in the first quarter of the year.

This means the industry and therefore its share prices should remain buoyant for the months to come, even if the indications are that the market has reached a plateau for now.

Commentary in first quarter results highlighted that there are issues. Most pressing are constraints in the supply chain, which means many OEMs

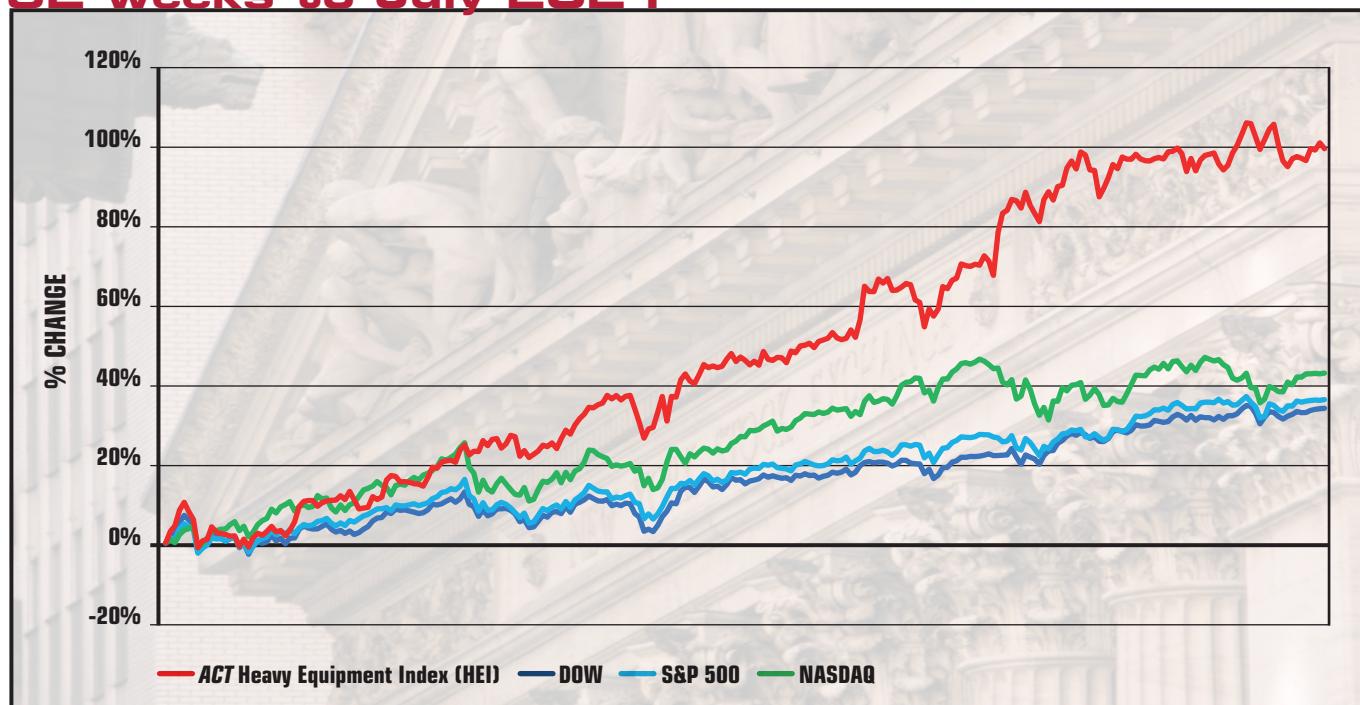
are finding it hard to produce machines in the volumes demanded.

This is not unique to the equipment segment. Ramping up after the slow-downs of 2020 are affecting a host of manufacturing segments. The shortage of microprocessors and semi-conductors has been reported widely in the media.

It is not clear whether this specific shortage is affecting the construction equipment industry, but it has certainly been cited in the on-highway truck segment as an issue, particularly when it comes to producing electronic engine control units (ECUs). One would imagine the same applies to diesel engines used in construction equipment.

It remains to be seen how these issues will play out the rest of the year, but the positive is that there is high demand for equipment. ■

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The skills gap

Skills shortages are a huge concern for the crane, rigging and specialized transport sector. **Edwin Winton** reports.

Skills shortages have been discussed for some time, particularly in the construction industry. The Associated General Contractors of America pointed out the need for action as far back as 2013 when it released its first Workforce Development Plan. The number of roles is outstripping the available talent, and the demand for a particular set of skills is exceeding the supply of talent that possess them.

These challenges can often be addressed with migrant and overseas talent, but the Covid-19 pandemic has highlighted the affects and pitfalls of this approach and the need to be able to produce and source talent locally. Also of concern is where a consistent shortage occurs in certain hard-to-fill roles in niche areas such as in the crane and lifting sector. This suggests a lack of specific skills in the talent market. As skills take a long time to acquire, this highlights gaps in the pathway that have existed for some time and are often systemic.

Alongside this, an aging population mean an aging workforce. This is a particular concern in management and senior roles where skills are often developed over a long period of time and are not easy to replace quickly. One potential pitfall of retaining the same staff for longer is limited opportunities to develop new staff entering or coming through the trade.

In this situation, skills wastage often

occurs, when skills are not effectively utilized in the workplace, leading to stagnation and increased turnover. The impending exodus of skilled talent, at the top end, will be compounded by the uptake of technology and automation, which means that increasingly jobs growth tends to favor skilled roles more than unskilled ones.

When it comes to replacing key staff, employers find they have often failed to develop those skills internally or lost potential successors. They then must look at the external market where such skills are at a premium, and which can often drive salary inflation. From a recruitment perspective, we find that employers often look to replace an individual who has been with the company for many years.

The role they occupy has evolved to suit their specific skills and abilities and their salary has been unaffected by the external market. Expectations can become skewed as employers expect to find the same level of talent for the same price in a market where trends and salaries can be vastly different.

What's the effect?

Smaller companies are affected more than larger ones that do not have the same level of resources to attract, train and develop talent. Talent leaves at the top end leaving gaps in technical and management positions. Niche areas such as the lifting and rigging sector tend to be top heavy and so will be losing key talent over the next decade.

Knowledge intensive industries tend to suffer more as skill acquisition is usually a slow process and talent cannot be immediately replaced when it leaves the industry. A shortage of talent leads to wage inflation as companies compete to attract and retain the available talent.

What can you do?

Invest in talent development programs. With increasing use of technology and automation, the skills required need to be continually upgraded to maintain



An aging population means an aging workforce, especially in more traditional industries such as construction, including crane and rigging.

and improve productivity. Offering development pathways is also a valuable tool in talent retention with staff likely to be more loyal where employers demonstrate a long-term commitment to them.

Work to develop and improve talent pathways. Vocational education in schools has long been in decline and industries need to invest in and develop new viable programs to attract talent at school and university grad level. This will require collaboration between companies and associations to develop the platforms and pathways that inform and attract entry level and skilled candidates.

Embrace technology. Employers need to adopt new technologies to improve worker productivity. Automated and robotic technologies can help compensate for scarcity of labor. An added bonus is productivity improvement.

Evolve and adapt staffing structures. Be conscious that with a top-heavy staffing structure, roles and capabilities have developed to suit the talent that fill them. Spread responsibilities across more staff or re-envision their structures to suit the available talent. ■

THE AUTHOR



Edwin Winton is a director of Lawsons Global, an international recruitment agency specializing in the construction and power sectors. The recruitment

arm of the KHL Group, Lawson's teams have access to worldwide data and networks and utilize market leading recruitment technology. Visit www.lawsons.com for more info.

Beyond customers

Incoming SC&RA president Kevin Johnston recognizes the true benefit of his new post. **Mike Chalmers** reports.

Kevin Johnston's relationship with SC&RA goes back 35 years, and his love of engineering even farther. Currently the president at J&R Engineering Company, Johnston will, for the next year, maintain an additional title: SC&RA president.

Johnston has been in business with his father, Roger, at J&R since the company officially incorporated in 1988 – though he was involved in the engineering craft long before that. The pair started their company as a small consulting firm, headquartered in Mukwonago, WI, and over the course of more than three decades, have emerged as a world leader in hydraulic boom gantry engineering and design.

Along the way, Johnston's relationship with SC&RA only grew stronger, and in time, his involvement more intimate. He sat down with me to look back on a career that is still evolving, and

reflect on how SC&RA has impacted his life, both personally and professionally.

IS IT SAFE TO SAY THAT THIS CAREER PATH WAS PRETTY MUCH DRAWN UP FOR YOU, SO TO SPEAK, FROM YOUR EARLY YEARS?

Absolutely. My father helped to develop the first hydraulic truck crane in North America at Sargent Crane. So I've always been around the lifting industry. But we moved around a lot when I was younger, because he kept getting a better job. And then around middle school, we settled in Wisconsin.



WHEN DID YOUR AFFINITY FOR THE DESIGN/ENGINEERING DISCIPLINE TAKE ROOT?

I'd continually work summers, and even during the school year, either in the shop or at times in the field. And I was always involved in drafting in some way – detailed drawings – which I really started focusing on in high school. It was fascinating to me, and through my father's influence, I just gravitated towards it.

SO, DID YOU JUMP RIGHT INTO THE INDUSTRY AFTER HIGH SCHOOL?

Well, I did four years of drafting in high school, and then went to college. Played a couple years of football at a couple of colleges and ended up landing at the University of Wisconsin-Milwaukee,



“ The work we do, and the sense of accomplishment, is unparalleled for me. It's such a rewarding industry. ”

KEVIN JOHNSTON, President, J&R Engineering

and competition



where I got a business degree with a concentration in engineering.

ALL OF THAT MOVEMENT TOOK A LITTLE MORE TIME THAN USUAL.

Indeed it did, but it was worth it. I graduated from high school in 1980, and from college in 1987. But I also always knew I wanted to work with my father. And by the time I finished up with college, I was working at Dawes Crane & Rigging, in lifting and rigging project management. I worked for Tom Freckmann, who was another one of my mentors and a great influence on me. We did gantry projects around the country back then. I learned a lot about how the end-user uses the equipment we'd built.

And at night, we were building gantries – my dad and I. We'd sub out through a fab shop and use their labor, and make up the drawings, if/when I could get away from school. I started at Dawes in 1986, into 1988, so there was some overlap with J&R and Dawes, but we are really good friends with them.

THE TWO OF YOU MADE IT OFFICIAL IN 1988.

We did. And even farther back, we were making hydraulic tow trucks while I was still in high school. Dad was doing it, and I was working for him. That was the first company he started, with a partner, and it was eventually purchased by Pettibone. I was drafting at the time and filling in at the shop. Then we eventually got into gantries.

WHAT WAS THAT LIKE – TO FINALLY BE IN BUSINESS WITH YOUR FATHER?

It was great. He's my best friend. The work we do, and the sense of accomplishment, is unparalleled for me – actually moving things, lifting things that people can't comprehend, and then seeing the project through to completion. It's such a rewarding industry. You get to see the whole thing happen.

J&R had been more of a consulting company between 1984 and 1986, and my dad had some other partners. But we

Kevin Johnston and his father Roger officially started J&R Engineering in 1988.

At a tunnel boring project, Kevin Johnston sees one of his company's gantries at work.

reorganized and incorporated in 1988. We'd already started to develop booms around gantry cylinders. Dad had a lot of design experience in booms for man-lifts, concrete pumping vehicles and cranes. We had some other designs we'd been working on as well, so it all came together.

HOW DID THOSE EARLY YEARS SHAKE OUT?

Well, that field experience I had was so great for my development. Once I was in the field and saw how people used equipment and went about their jobs, it became so much clearer to me. And ultimately, our goal was to design something with a higher safety factor that was dependable and user friendly. But as far as "back in the day," it started out with direct mailings, going to the library, pulling out phone books from different parts of the country, sending people Lift-N-Lock promotional information.

WHEN DID SC&RA COME INTO THE PICTURE?

The first SC&RA event I went to was in 1986. There was a Crane & Rigging Workshop. Back then, anyone could go – >20



“ I think SC&RA really has our back (members) in terms of getting involved with regulations. ”

you just paid your registration. Then we got pretty hooked on it – we registered J&R with SC&RA in 1988.

HOW DID YOUR BUSINESS EVOLVE OVER THE YEARS, ALONG WITH YOUR CLIENTELE?

At this point, our clientele is probably fifty-fifty SC&RA members and then others outside of the Association – with a lot of traction in nuclear. Almost everything we do these days is via word of mouth. It's a close-knit industry – word travels fast. People call us for special projects; I'll still travel when needed nationwide to do training and set up. And some of our guys are traveling overseas similarly.

TO THAT END, WHAT WAS 2020 LIKE FOR J&R?

Truthfully, we worked right through it. We also do annual gantry certification, as well as consulting. And, of course, service. We were fearful at the beginning with my dad's age (he still comes into work every day), but it all worked out. From a leadership standpoint, at the end of the day, we had no aspirations of being a big company, and we've held true to that. We're a small company and we've always been one. Most of the people in our shop have worked for us for a long time. Including family. Being able to run lean was probably a benefit over the last year.

LEADERSHIP BEING WHAT IT IS, WHEN DID YOU START GETTING INVOLVED WITH THE ASSOCIATION IN A VOLUNTEER LEADERSHIP CAPACITY?

It basically started through friendships. I was part of the C-DAC [Crane and Derrick Negotiated Rulemaking Committee] committee for one of the OSHA hearings. We ultimately wrote a paper via SC&RA. That was the first time I was really called upon to represent the industry – which would've been around 2003. Additional committees followed. I was on the Safety Committee for many years. Then I became the Crane & Rigging chairman in 2006.

But through all of that, I've developed



Free time with family is how new SC&RA President Kevin Johnston (far right) unwinds.

lifelong friendships with people who have essentially become like family. The Association has been great professionally for us, but perhaps even more so on a personal level for me.

DO YOU MAKE A CONNECTION BETWEEN THOSE PERSONAL RELATIONSHIPS AND YOUR EVENTUAL ROUTE THROUGH THE LEADERSHIP CHAIRS?

Yes, for sure. Although I was surprised and humbled to be asked. They brought me in because of my background and knowledge with the Crane & Rigging Group. But again, it's an honor. The Association has evolved more in the past decade or so. I think SC&RA really has our back (members) in terms of getting involved with regulations. They've stepped it up in terms of advocacy.

The business advantages are without question. The education, the awareness, the support, the attention to detail. But for me, the true benefits are the people.



It goes beyond customers and competition. There are so many good people here – on staff and within membership – on so many levels.

WHAT EXCITES YOU ABOUT YOUR UPCOMING YEAR AS PRESIDENT?

Well, the Association's agenda is my agenda. I'm here to help in every way I can. But I will say I'm excited to continue to try and get young people into our industry, and I'm also excited to extend a welcome to the concrete pumping folks. They crossover between both crane and transportation – doing very similar work – and it goes back to my father's early days working with that industry.

NOW THAT YOU'VE ADDED A NEW LAYER OF RESPONSIBILITY TO YOUR LIFE FOR AT LEAST THE NEXT YEAR, WILL YOU HAVE TIME TO UNWIND?

Well, I love my work. But I also enjoy my free time and my family. My oldest son, Dakota, just became a crane operator, and a father. Somehow, I'm a grandfather. And I've got another son, Christopher, who's a senior in college and will be graduating in computer science. As for unwinding, I'm a big proponent of yoga. I did a lot of heavy lifting in my youth; staying flexible with yoga has made a world of difference.

But we enjoy biking, hiking, kayaking. I love to jet ski and snowmobile. We do as much as we can, when we can. And honestly, my girlfriend Denise and I like to just walk our dogs. Get those steps in. They keep me moving. I'm about to turn 60. I feel great. I want to stay moving. ■

Johnston represented the industry as a member of the C-DAC Negotiated Rulemaking Committee.

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The unpredictable

Running a crane in windy conditions requires a keen knowledge of the OEM's recommendations for when it's safe to operate and when it's not. **D. Ann Shiffler** reports.

While meteorologists can forecast the weather with some accuracy, there is always an element of unpredictability, especially wind and wind gusts.

Wind and cranes are not a good mix, which is why crane manufacturers spend so much time and effort rating their cranes for operating in wind. Just recently in the Gulf Coast region, the jib of a crane caught a wind gust, flipping the crane over backwards. Fortunately, no one was seriously hurt in the incident.

Buckner HeavyLift is one of the nation's premier wind industry players. The company's vast fleet of Liebherr crawler cranes is well suited for erecting the tallest and heaviest wind turbines. Buckner always puts safety first and is well aware of all aspects of how a wind can affect a crane's rigging, operating and disassembly.

"I think the biggest challenge is that the wind is unpredictable and even though you know how wind can impact the jobsite, it's still difficult to know the affects, qualify them and mitigate them," said Dan Ives, engineering and product support analyst, Buckner HeavyLift. "Another challenge is the load control with taglines, particularly on wind farms."

Controlling the load

Buckner HeavyLift's Bret Shields, director of safety and field operations, said in the case of taglines, the big issue is with the higher hub installations (100-plus meter heights).

"The boom clearance to the hub is higher and when you get into the control of the components with tag lines the wind can move the load, causing contact," he said. "It's hard to control a component 100 meters in the air and a wind gust."

Buckner HeavyLift strictly adheres to OEM limitations and guidelines for all aspects of the crane in windy weather, Ives explained, whether it's the effect on the boom, the load, assembly of the crane or takedown of the crane.

"We use Liebherr cranes, and Liebherr

has well-defined limits for winds speed for erecting and booming down," he said. "There are also wind limitations of the assist crane to consider."

Another big consideration is ground conditions and ground bearing pressure. Shields said wind can greatly affect ground bearing pressure, impacting the stability of the crane. Particularly on wind farms, when the crane is moved from pad to pad. Walking a crane between turbines may be the most challenging aspect of working on a wind farm.

"Again, you have limitations from the manufacturer of travelling, even with no load on the hook," said Ives. "If we can anticipate a longer wind event coming, we have some work arounds we can deploy such as booming the crane down or to walk with a partial boom low to the ground. We can get much more wind tolerance with that low profile and lower center of gravity. While the goal is to walk the crane fully rigged, we do that only if we are comfortable."

When the forecast calls for wind, the best thing is to get the crane in as low a profile as possible. And once again, it's all about the limitations specified by the OEM.

"We work within the manufacturer's guidelines," said Shields. "They give you a wind speed at which the boom needs to be down. We pay a lot of attention to the weather forecast and throughout the working day we monitor historical wind trends. We do our best to set up ourselves and our customer to deal with the wind with the particular limitations from the get-go to assure safety."

Invisible force

Wind can impact a crane in many ways, and if there is a load on the hook these are exacerbated.

"The ground bearing pressure will increase due to the addition of forces of the wind on the boom," said Ives. "If the wind is behind the crane, it could overload the crane if it moves the load out to a different radius. It can blow the load



PHOTO COURTESY OF BUCKNER HEAVYLIFT

toward the boom and cause contact. If the wind is blowing from the side, side loading is a concern."

Lattice boom cranes tend to handle wind better than hydraulic crane booms, although they are not immune to the effects of wind. The Buckner team works closely with Liebherr to determine the safest way to handle lifts in wind.

"We contact Liebherr often to ask for an equation to help analyze the weight and sail of the load," said Ives. "They will tell us, 'Here's your wind speed for that lift.' Track pressures may be increased 10 to 20 percent so they may recommend additional matting."

Often with wind there is rain, which can also impact ground conditions. Snow and ice can add weight on the crane and affect its performance. Low temperatures can affect crane fluids and hot weather can have the opposite effect. Lightning strikes are a major concern and could damage the crane's computer and operating system.

"It's a constant battle," said Ives. "We are constantly checking the weather."

Shutdowns are typical and operators are constantly monitoring wind speeds. They know when it is time to shut down.

"We immediately stop work and wait for the wind to die down," said Ives. "Sometimes we just call it a day."

element

The biggest challenge of working in wind is its unpredictability. Operating the crane to the manufacturer's specifications and wind speed limitations is the safest strategy.

There are a variety of technologies that help the operator when it comes to wind, the most important being the anemometer. A standard feature on most cranes, anemometers give the operator wind speeds in real time, which is critical for safe crane operation.

"Every crane has a quality anemometer," said Shields. "Wind speed is measured at the highest point on the boom."

There are now cameras that provide a view of the boom and show the operator when the load is getting toward the top of the boom.

Another technology gaining traction is a specialty rigging device that uses gyroscopes or fans that help control a load without using taglines.

The Buckner team assesses that wind is the most unpredictable element of a jobsite. It's critically important to monitor the wind in every situation when operating, rigging or derigging a crane. ■

Take-aways

People tend to think of wind from the aspect of load control. However, it's the unseen effect of wind that is critical.

- Wind, depending on the direction relative to the crane, adds loading thereby affecting lifting capacity or side loading a crane in a manner that is not acceptable. Wind loading can affect backwards stability of booms, jibs and even the complete crane.
- Wind loads can increase the ground bearing pressures, which is especially consenting when crawling and when raising and lowering the crane from the ground.
- The wind sail area of the lifted load is of great influence. Many people fail to account properly for wind sail area and the significant increased loadings this causes.
- There are significant critical differences in the effect of wind depending on the direction it is blowing relative to the crane and load position.
- Wind speeds typically varies at differing elevations. Wind speed can also significantly vary during gusts.



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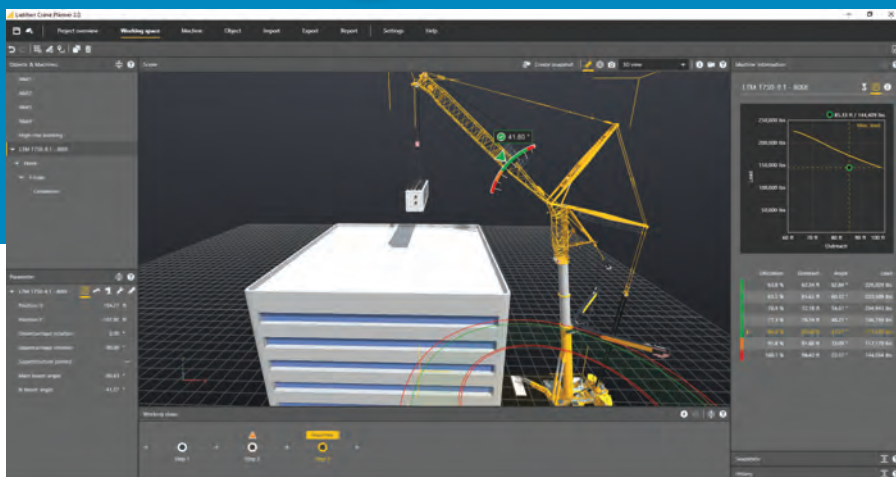
A 'friendly' tool

Lift planning software continues to evolve and impress. **Hannah Sundermeyer** reports.

Preparation, preparation, preparation. No one understands this sentiment better than a construction crew operating heavy machinery with a larger-than-life footprint. As cranes become more sophisticated, load planning software has become even more essential for a safe and successful project. While watching a demonstration of the Liebherr Crane Planner 2.0 software over Microsoft Teams, I jokingly asked Christoph Mai, product manager, digital solutions and consulting for Liebherr-Werk Nenzing, if he ever felt like he was playing a video game.

However, it's not a game and the stakes are high and very real. Lift planning software is a necessary step when planning picks. With millions of configuration options, this evolving technology is a critical part of a successful and safe lift.

"It's a great equalizer for the crane owner to be able to deliver a lift plan that both appears, delivers and illustrates state-of-the-art planning and data," said Pat



Liebherr's Crane Planner 2.0 offers the ability to utilize virtual reality to view a lift plan in full immersive 3D.

Collins, director, product marketing, Link-Belt Cranes. "It's not just for the people that have their own engineering firm or their own CAD. I think that is big."

While it continues to develop, the technology is also becoming more attainable.

"It makes everybody address certain factors of the lift to develop a plan," added Collins. "It doesn't solve everything. Obviously, the cranes are there making lots of other lifts. But for identified lifts, be it critical lifts by whatever definition,

it illustrates that there's a plan and consideration for critical factors, rather than showing up and assuming everyone knows everything, which tends to be one of the common factors in an accident."

Innovations and integration

A1A Software has seen that as customers increasingly need lift planning tools in the field, lift planning is becoming more app driven.

"Mobile device applications enable work to get done more efficiently, especially for sales and estimating tasks," said Tawnia Weiss, president, A1A Software. Engineers and lift planners are still utilizing lift planning tools in desktop mode back at the office, however, app-friendly lift planning is sufficient for preliminary plans and estimating."

Jim Jatho, product manager crawler cranes for Liebherr USA, mentioned that for larger, more complex projects, there has been a strong emphasis on 3D planning and integration of real-world data, such as Google Maps, BIM data and field surveys/laser scanning.

"As an example, most recent football stadium projects would have been impossible to accomplish without precise 3D modeling of both cranes and the structures themselves to prevent conflicts," said Jatho.

Market offerings

A1A Software will soon be releasing a 3D rigging designer app, which enables robust rigging planning to be done independently of 3D Lift Plan. The app will work on any

>26



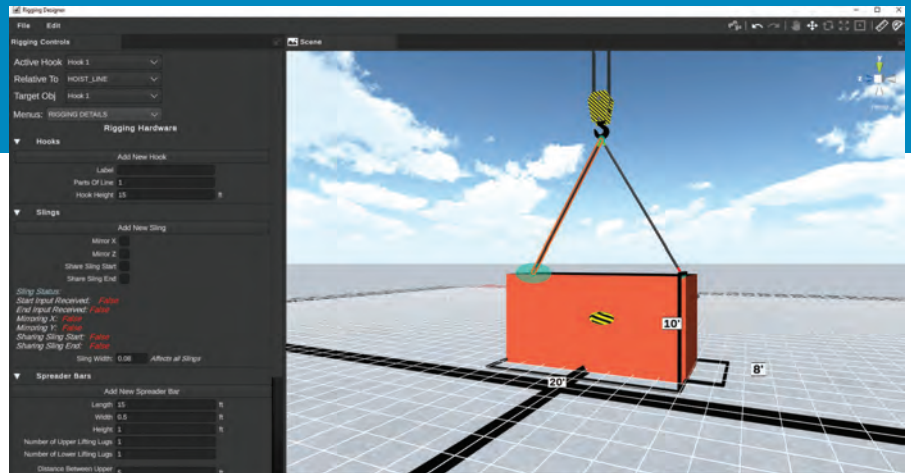
JJ Curran deployed its Grove all-terrain cranes to hoist a 116.5-ton gas "scrubber" from a barge docked on the Detroit River to the dock on Zug Island. This complex lift required a detailed lift plan.

A1A Software will soon be releasing a 3D rigging designer app, which enables robust rigging planning to be done independently of 3D Lift Plan.

Android tablet or Apple iPad, as well as on PCs or Macs. Standard slings, hardware and spreader bars are available in the app, and custom rigging can be created in the app. All rigging objects can be saved to a library and used later in conjunction with 3D Lift Plan.

In addition, an app version of Sketchpad, the web tool introduced in 2019, is expected to be released by the end of the year. Sketch pad allows estimators, project managers or others involved in initial job bidding or lift planning to draw on screen using their finger. One of the new features in the app version will be location services. This enables exact latitude and longitude coordinates based on the location of the crane's center pin and the load's location, further maximizing convenience of gathering initial information for a job estimate. In 2022, A1A advises customers to look for a full 3D Lift Plan app.

Liebherr still utilizes the LICCON work planner software for all cranes 350 metric



tons and higher. The newest offering is Crane Planner 2.0, which is a full 3D lift planning program developed exclusively by Liebherr. It is a standalone Windows application, so changes happen instantly, whereas online solutions require a web page to refresh. It is also a dynamic “click and drag” interface where adjusting any aspect of a crane is as simple as clicking the right area and moving the crane with the mouse. There is a robust report designer function that allows the user to create detailed reports, all without the use of expensive CAD software. All data comes direct from Liebherr, eliminating the problem of third party software developers using erroneous crane data.

Additionally, Liebherr recently launched a new tool, Crane Finder. Available at MyLiebherr.com, Crane Finder takes simple input parameters and produces a list of all Liebherr cranes and combinations that are capable of making the lift. It is an extremely easy tool to initiate the process of crane selection, which can then be fine-tuned by the user.

Link-Belt has updated its lift planning menu with the addition of its latest products into the platform. The HT 65 and the TCC550 are being introduced into the menu while the company has also begun the process of loading the new products that will be unveiled at Crane Fest. Once they are released, Link-Belt will be able to “flip the switch.”

“We’re also going to expand the luffer ground bearing program on our site, hopefully to very soon expand ground bearing on crawler cranes and luffers to an even broader application than what we have,” added Collins. “It’s a segment of lift planning. The ground bearing factor is becoming a more visible factor and visible concern for more crane users than in the past.”

Manitowoc also offers a range of lift planning tools for its customers worldwide. More specifically, CRANEbee, in partnership with CRANIMAX is a tool for Grove GMK all-terrain crane and Manitowoc crawler crane job planning that enables users to visualize cranes in a construction site environment using realistic and interactive 3D models. Based on the findings, the best crane for a job is determined, reducing transport and setup costs, the company said. The feasibility of a project is guaranteed by professional project drafts calculated with precise ground bearing pressures.

Next steps

Construction customers are demanding more information from the crane providers, and expecting ever-more detailed plans, reports and information about the crane and rigging,” said Weiss. “App-based tools will help crane providers be competitive and satisfy customers’ and potential customers’ requests for comprehensive lift planning documentation.”

Liebherr’s Crane Planner 2.0 already offers the ability to utilize VR to view a lift plan in full immersive 3D.

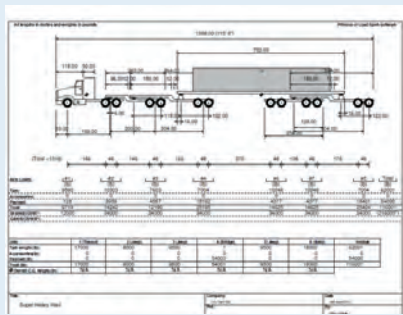
“I think the next step will be augmented reality, where a lift plan can be created and then viewed in full scale on a jobsite with AR goggles,” concluded Litho. “I imagine a day when lift plans are no longer submitted for review on paper, but rather a team equipped with AR goggles views the lift happen virtually in real time on an active jobsite. Beyond that, I think the future will bring us a more advanced version of the Crane Finder tool, where a user enters in information about a lift and an AI network handles all aspects of a lift plan, from crane selection to final report creation.”

Load planning

The latest trends in truck load planning involve the introduction of infrastructure-friendly vehicles which are safe on the highway, reduce excessive wear of pavement and safety to bridges.

Load Xpert is a load planning software developed by Canada-based CIE-TECH Inc.

The company’s software offers axle load calculation for heavy haul vehicles (tractor, jeep, drop decks, bridge, bridge dolly & booster), super heavy haul vehicles (tractor, jeep, reverse jeep, spreader bridge, bridge dollies, and pusher trucker), and regular vehicles (straight truck, pup, full trailer, semi-, B-trains and A-, & C-trains). Different units can be combined to create a combination vehicle for hauling.





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Wind runners

Transporting wind components is a steady business that requires expensive equipment and expert know-how.

Even though the Covid-19 pandemic halted or significantly slowed some sectors of the specialized transportation sector, the wind kept blowing, providing the fuel for the some 67,000 wind turbines installed in the United States as of January 2021.

Omega Morgan's Troy Tallent said the market for transporting wind components is trending up.

"I think after a crazy 2020 everyone has taken a breath, but we are still seeing activity and looking at projects across North America into 2024," he said. "I believe everyone is still on pins and needles waiting to see how the new administration handles renewables. That being said, there has been a tremendous amount of public and private commitments to purchase and

The market for transporting wind components is trending up for the companies that perform this specialty work.



utilize green energy, and currently there is not enough out there to meet these commitments."

Based in Portland, OR, Omega Morgan's balance of wind transport business is about 80/20, new versus repower projects. "Routes continue to be an issue both

on and off the public roads," said Tallent. "Efficiency in production for wind seems to go hand-in-hand with larger component sizes. Finding routes and ports that can accommodate these loads is definitely a challenge. Additionally, repower projects are trying to put new turbines on old sites."

The civil spec that was utilized 15 years ago does not align with the increased size of components and associated equipment requirements today, Tallent explained.

But the bottom line is that Tallent believes "we will see continued growth in this market."

Mountainous project

Mountain Crane recently offloaded and erected 23 wind towers in a mountainous terrain. The 2.5-MW GE systems included 90-meter towers with 116-meter rotors.

"We transloaded the WTG components from the laydown yard and transported them using specialized equipment to the difficult-to-reach pads.

The blades measured 56.9 meters at a diameter of 2.4 meters. They weighed 11,432 kilograms. The base sections were 23.342 meters with a diameter of 4.556 meters. They weighed 60,779 kilograms. The mid sections were 31.6 meters and 4.3 meters in diameter. They weighed 52,531 kilograms.

In total there were 55 loads that were loaded out on 24 axles lines of Goldhofer THP, a Goldhofer with a six-meter spacer deck, a Goldhofer STZ5 and three Prime movers.

Low utility lines were a constant challenge, according to Mountain Crane's Louie Bello.

We used dedicated trained crew to handle lifting utilities," Bello said. "There were steep grades and hairpin turns while on a stee grade. This required assistance from a second prime mover to climb the steeper grades."

Using specialized equipment created a cost savings by minimizing civil work, Bello said.

"Specialized equipment could manage terrain up to 5 degrees laterally," he said.



On-site transport

Salt Lake City, UT-based Mountain Crane doesn't do over-the-road wind component transport, but instead performs onsite transport work for wind contractors. With a full fleet of cranes suited for erecting wind turbines, Mountain Crane is a key

player in the wind sector.

Director of Wind Travis Horton termed the over the road component market "flooded."

"We have found good viability doing the hauling work onsite," he said.

"The blade lifters we have in the U.S. make it

>30

more financially feasible. As well, the market for onsite transport work is very limited because with the larger towers and turbines, you need a level of experience that not many companies have yet. We've gotten a head start getting with the right customers. We are ahead of the game."

Most of Mountain Crane's work is with new projects, although Horton said they have been getting inquiries about repower work in flat land areas due to reclaiming of the turn radiuses on the older sites.

The most challenging aspects of the onsite work Mountain Crane does is educating the customer regarding what is needed.

"Some customers think they can get away with a lot less and others think they have to do things a certain way," he said. "Our challenge is to educate the market about

what can and can't be done."

For example, hauling these delicate components in mountainous regions requires expensive equipment.

Horton said he expects the onsite wind component transport market to grow 20 to 30 percent over the current market.

"We are keeping our equipment 80 to 90 percent utilized," he said. "I think things are lining up for more work by the end of the year."

Because the company can supply cranes as well as haul components, Mountain Crane can offer a turn key job.

"It's a full package that mitigates the customer's risk," he said. "If we are supplying the cranes, operators and transport, we are delivering to ourselves. This mitigates a lot of risk."

"We are heavily invested in the wind

market as compared to our competitors," he said.

Mark Coyle of Supor Renewables concentrates on hauling offshore wind components in the Northeastern and Mid-Atlantic region of the U.S.

"We work with port logistics and marshalling yards to receive wind components from heavy lift ships," said Supor Renewables' Mark Coyle. "We will transport them to storage and then back to be loaded out on supply barges."

Coyle also noted the most challenging aspects of this work is the cost of the equipment to haul the components and the sheer size and weight of the pieces. "But the most challenging part we see is the training required and keeping experienced labor through the end of the project," he said. ■

A route switch up

Every so often, Omega Morgan gets the opportunity to help redefine how things are done in the heavy equipment moving and industrial solutions industry.

"When a roadblock gets in the way, or when schedules have customers in an impossible situation, our team rises to the challenge every time – even if that means innovating a brand-new solution to get the job done well and on schedule," said COO Erik Zander.

A renewable energy company was facing one such challenge. They were already on a tight deadline to get wind turbine generator (WTG) components up to a wind farm in Alberta, Canada.

The problem was that there were multiple wind projects taking place simultaneously and along the same route. This would mean massive trucking delays and a guarantee of missing the scheduled deadline.

Schedule is everything in the transportation industry.

"Our Portland-based specialized transportation services crew and crane services crew all stepped up, in partnership with several other transportation and logistics companies, to help create a unique solution," Zander said. "If trucking would cause massive delays, then we would need to bypass that route entirely."

Omega Morgan proposed an alternative method for transportation: barging the WTG components to the Port of Lewiston in Lewiston, ID (avoiding trucking on the heavily-congested Oregon and Washington



Omega Morgan proposed barging the WTG components to avoid heavily congested routes in Oregon and Washington.

routes) and then trucking them to their final destination in Alberta.

This meant developing an entirely new means of transportation for components coming into the Pacific Northwest, Zander said.

It was a massive coordination effort, involving scheduling and communicating with all of the parties involved.

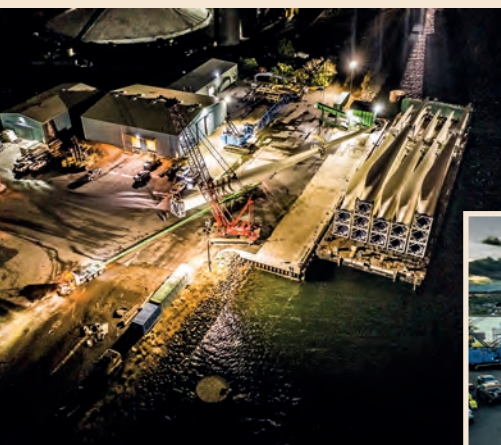
"Since shipments were coming into the Port of Lewiston from both the Port of Longview and the Port of Vancouver in Washington, our crews secured and provided suitable equipment to transport, offload and store the components from the lower Columbia River to the Port of Lewiston," he said. "All in all, there were 12 voyages that headed upriver, and our crews prepared and adhered to all 12 of the barge stow and lashing plans."

After the components had made their way up the river to the Port of Lewiston, Omega Morgan crews offloaded the components from the barge and shuttled them to a laydown area. Its crane services team used two crawler cranes to offload the WTG components and two crawler cranes to offload and stage the components at the wind distribution center, as well as load out the trucks.

A project of this scale and complexity would normally take three to four months to plan.

"Our client did not have that time, so the Omega Morgan team got a solid plan together for the safe transportation of these components in just five weeks," said Zander. "Overall, this project required a massive amount of dedicated engineering time – over 250 hours' worth – to complete."

This was the first project of its kind in the Pacific Northwest.




Omega Morgan crews offloaded the components from the barge and shuttled them to a laydown area.



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A bird in hand

The driving force for buying a used crane is price and availability. **Hannah Sundermeyer** report.

It's safe to say the market for used cranes is hot and getting hotter. As the economy begins to recover from the effects of the Covid-19 pandemic, construction is resuming and contractors are tackling projects with a new tenacity. As developments across the nation begin to see momentum, *American Cranes & Transport* spoke with David Worsham, general manager of Holt Crane & Equipment and Danny Mardian, sales manager, Mardian Equipment/Marco Crane about the market and its indicators. Mardian said there is a continued demand for used cranes, which he says is "hopefully" an indicator of a booming economy and will translate into replacing older equipment fleets with new machines.

While both had very interesting takes on the demand to come, Worsham and Mardian are optimistic as fleets continue to grow and infrastructure projects begin to make a comeback. Worsham even expects to see an equipment shortage in



Used cranes have somewhat of a fixed cost. They were purchased pre-pandemic and for the most part have been underutilized over the past year. As a result, many used cranes have lower hours-usage than normal.

the final quarters of 2021. Keep reading to find out more.

HOW WOULD YOU DESCRIBE THE CURRENT MARKET FOR USED CRANES?

WORSHAM: Holt Crane & Equipment is the Link-Belt crane dealer for a large portion of Texas. Although we occasionally follow our customers out of the state as well as seek out of state opportunities, we predominantly work here in the state of Texas. The Texas construction market, like many others, has been suppressed for the past year due to the pandemic. As the state begins to reopen and tries to return to some sense of normalcy, the Texas construction market and workforce is also trying to keep up. So as the market surges back, so too are increased opportunities for our

used cranes in re-emerging projects.

MARDIAN: The current market for used cranes seems to be contingent on two major factors, very similar to the rental market, pricing and availability. Finding the right price point is key for export sales as well as domestic. Sometimes, when you don't have the right price, you happen to have the inventory at the right time. Today, with a shortage of equipment and components, the used market is looking increasingly appealing to buyers with immediate needs. You just hope that they find you before they find your competition.

WHAT ARE THE DRIVING FORCES FOR PURCHASING USED CRANES VERSUS NEW MODELS?

WORSHAM: From our perspective there

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“ Consumers should not wait necessarily for their projects to start to secure their crane needs and should truly consider used as an option. ”

DAVID WORSHAM, General Manager, Holt Crane & Equipment

are several key reasons why more customers are considering used cranes for their project's needs. Growing lead times for new product – caused by a tremendous spike in demand, and to further complicate the manufacturers' ability to increase production are supply chain issues and a labor force struggling to get back to work – and keep pace. Whereas the used cranes are readily available in surplus and ready to go back to work. Price increases on new products are largely due to a tremendous increase in the cost of raw material (i.e. steel, tires, engines, etc.) so much so that the manufacturer nor the equipment dealers can absorb, hence, passed onto the end-users. Whereas the used cranes have somewhat of a fixed cost, purchased pre-pandemic and for the most part have been underutilized over the past year. As a result, having lower hours-usage than normal.

MARDIAN: The main driving forces for

purchasing used cranes versus new is price, and a little bit of availability, but mainly price. Some buyers can't get the financing or don't have the desire to potentially wait for a higher priced asset when they can find one or more on the used market.

WHAT MAKE/MODELS ARE MOST SOUGHT AFTER RIGHT NOW? WHICH ONES ARE NOT?

WORSHAM: I am not sure if any of the cause and effects in today's marketplace, mentioned earlier as contributing factors, has changed the desired mix. I think coming out of the pandemic into this surge of opportunity we still see each crane model in the same respect. The Texas and U.S. market is still sitting on a surplus of rough terrain cranes and as an equipment dealer we are hopeful that we can get the RTs back out to work and sold, in an ongoing effort to create the right fleet mix.

However, prior to the changes in the marketplace due to the pandemic, Link-Belt refocused much of their energies into developing their telecrawler product offering. Link-Belt's effort continued despite the changes in the marketplace which has resulted in the strongest telecrawler line up. Holt Crane & Equipment strongly supported the Link-Belt telecrawler line from the beginning helping to pioneer this product into to the Texas marketplace. We also continued to invest in this product throughout the pandemic by continuing to add more into our fleet despite the overall decrease in demand. As a result, we have one of the largest telecrawler fleets working today which will ultimately lead to more used telecrawlers to offer to the marketplace. The increase of telecrawlers to the marketplace will respectfully displace the needs for other models, such as RTs and lattice crawler cranes.

Mardian Equipment/Marco Crane currently sees a demand for smaller used crane models.



“ The main driving forces for purchasing used cranes versus new is price, and a little bit of availability, but mainly price. ”

DANNY MARDIAN, Sales Manager, Mardian Equipment/Marco Crane

MARDIAN We have seen interest in smaller rough-terrain cranes and smaller to mid-size truck/all-terrain cranes more than anything. The types with the least amount of demand we have seen would fall into the mid to larger lattice crawler and lattice truck cranes.

AS THE MARKET BEGINS TO RECOVER, HAVE YOU NOTICED THAT CRANE PRICES BEEN LOWER OR HIGHER THAN NORMAL?

WORSHAM: At the beginning of this recovery, many crane dealers including ourselves worked very hard to get a large portion of our fleet back to work. This meant accepting lower rental rates and lower sales prices. As the Texas and U.S. markets continues to recover, along with the shift in supply vs. demand, (a struggling supply of new product and a continued surge in demand), a result will be higher used crane prices. Consumers should expect to see an increase in used crane prices throughout the year and I expect that we will see an overall shortage of used cranes by year end – going into 2022. Consumers should not wait necessarily for their projects to start to secure their crane needs and should truly consider used as an option.

There is more construction work today in all sectors than I can ever remember in my working career. Used cranes will be instrumental in helping build the many projects that exist today and that are forthcoming. We feel that we are well positioned for this growth opportunity as we currently have a large fleet of well-maintained used cranes.

MARDIAN: As the market recovers, pricing is going up. Demand is high, supply is low, and commodities and component costs are increasing at abnormally high rates.



Buyer beware!

It's important to look at who you are buying a used crane from. "There are folks that take care of their equipment and maintain it with OEM parts and then there are some folks that run their equipment into the ground and leave the aftermath for the unsuspecting buyer," said Danny Mardian. "Whenever possible, always look towards an equipment dealer, or someone who maintains their equipment using the factory authorized distributor/dealership."

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Crawler market booms

The crawler crane market continues to heat up. **D. Ann Shiffler** reports.



As the Covid-19 pandemic wanes, the construction industry is gaining steam. Crane fleet utilization, which was fairly flat during the dark days of the pandemic, is rising, especially the market for 200-ton plus capacity lattice boom crawlers.

“The market for 200-plus ton capacity crawlers – and, indeed, all crawlers – is strong,” said Rick Mikut, crawler crane division manager, ALL Family of Companies. “I’m encouraged by the utilization rates we’re seeing, especially when you consider the lingering effects of the pandemic that continue to be felt. Across the board, our customers are experiencing supply chain issues that

are impacting their ability to schedule cranes for their jobs. Consequently, some work has been pushed into next year. So, while it’s been an unpredictable time and utilization rates are off, given the extraordinary circumstances of the last year, the outlook remains solid.”

Mikut said wind energy and industrial plant work are leading the pack.

“This is advantageous because plants can use crawlers of varying weight classes, starting with 200-ton all the way up to 400- and 500-ton and beyond,” he said. “And for wind, crawlers with longer booms are in high demand due to the growing height of today’s wind turbines, which are typically in the 90- to 110-meter range.”

A time to buy

Crawler cranes in the 200-ton capacity range are workhorses for bridge work, construction, wind farms and plant work.

“Wind is really surging and has been for quite some time,” Mikut said. “As the number of wind farms continues to rise and the height of the turbines grows, we have continued to invest in crawlers. In recent months, we’ve added a Liebherr LR 1800 and five new Manitowoc units including three additional MLC300 VPV Series 3 and two Manitowoc 14000 Series 3 and three MLC300 VPC Series 3. When we made that purchase, we also acquired attachments – two MLC650 VPC wide boom attachments and one each of 14000

Kobelco

Kobelco launched its 330-ton CK3300G-2 into the North American market in 2018. The CK3300G-2 has been successful in a variety of applications, such as tilt-wall, steel erection, petrochemical plant construction, bridge work and cargo handling.

Operators and technicians appreciate the cab and control system commonality with other Kobelco models because it shortens their learning curve and adds to their confidence in the crane, according to Kobelco Cranes General Manager Greg Ballweg. Like

other Kobelco models, the CK3300G-2 uses a simple hydraulic over hydraulic control system, resulting in smooth and predictable function speeds and response, he said.

Kobelco recently introduced a new heavy-duty fixed jib attachment for the CK3300G-2, known as the K2 model, with capacities nearly twice those of the previous fixed jib. The maximum capacity of the new K2 jib is 99,200 pounds.

The new jib offers the versatility of using main boom lengths from 98 feet up to 256 feet, and jib lengths from 40 feet up to 100 feet, with an overall maximum reach up to 290 feet.

Six different counterweight combinations for using the jib are available and programmed into the crane’s LMI system. This new K2 jib features a heavy-duty strut design, is easy to install with built-in lift lugs and pins directly to the standard main boom tip. Also, the 20-foot and 40-foot jib inserts share commonality with the CK850G main boom.

The next new crawler will be the CK2000G-2, a 200-ton rated crawler, expected to be available in early 2023.



Liebherr

The new Liebherr LR 1700-1.0 combines the benefits of the low cost transport of 660-ton class crawler cranes with the performance of 825-ton class lattice boom cranes. It also features all the innovations of Liebherr’s crawler crane developments from the last few years, the company said.

The LR 1700-1.0 was designed on the basis of the dimensions of the LR 1600/2 – but with significantly more lifting capacity. A large number of components from the LR 1600/2 can be used for the LR 1700-1.0. The basis of the high performance of the LR 1700-1.0 is the new base machine, whose static structure has been completely redesigned to deliver up to 15 percent more lifting capacity.

The V-frame and VarioTray have more than proven their worth on the derrick of the LR 1800-1.0 and LR 11000 crawler cranes, and the LR 1700-1.0 also has these systems, the company said. VarioTray is a small ballast pallet, which can be unbolted quickly and easily when necessary. This avoids the need for stacking and unstacking

ALL Family of Companies

luffing jib, 999 luffing jib, MLC300 VPC wide boom attachment, MLC300 VPC-MAX attachment and MLC650 VPC-MAX attachment.”

A few obstacles are holding back the market, Mikut said.

“In addition to the supply chain problems, there have been difficulties related to labor,” he said. “We’re coming out of it now but think back to just a few months ago when guys might have to quarantine for 14 days before entering a new state to work, then work for three weeks, then have to quarantine another 14



of ballast slabs. The V-frame ballast system is a hydraulically adjustable folding frame that enables the ballast radius of the LR 1700-1.0 to be infinitely adjusted between 43 and 69 feet. A rigid ballast guide system is no longer required for large radii. The modern derrick system has V-frame, VarioTray and the new “M-Wagon” modular ballast trailer.

days before they could go home. In that scenario, they would be out four weeks’ pay. So, understandably, a lot of workers elected to avoid travel. That impacts the ability to get cranes out there. Now factor in those different states had different rules, and you can begin to understand the difficulty.”

Larger capacity crawlers are making the biggest comeback, he said.

“The edge probably goes to crawlers in the 400-ton and 500-ton capacity range,” Mikut explained.

Saturated market

Lampson International rents crawler cranes throughout the world and especially in the western United States. Kate Lampson said the market for crawlers is “good, but it could be better.”

“Power plants, bridge work, new building construction, wind tower erection and marine applications for the Lampson Millennium 4100 and 4600 crawler cranes with Ringer attachments,” she said. “We are seeing nationwide demand for the Manitowoc 16000s, 2250s and the Lampson Millennium 4100 and 4600 crawler cranes, which can be equipped with Ringer attachments, as well as the Lampson Transi-Lift.

There are still a few issues in the market. “A saturated crane market, lack of premium projects and delays in the oil

and gas industry are all contributors to a stalled market,” she said. “The cancellation of the Excel pipeline by the current administration has hindered the market as well. It is our opinion that if the current administration would allow projects such as the Excel pipeline to go through as well as to support the coal and oil and gas industries, we would see a great deal more work for these cranes in the United States.”

She said Lampson will make an investment in additional cranes if they have a project or projects that warrant(s) adding new gear to the fleet.

“We are seeing a demand in the 200-ton to 600-ton capacity class for traditional crawler cranes as well as the 1,100-ton to 3,000-ton range for the Lampson Transi-Lift,” she said. “We are seeing that crane rentals have remained steady coming out of the pandemic, however, with excess gear on the market and fewer projects, rates will continue to be depressed.”

Supply chain woes

Bigge Crane & Rigging is seeing strong demand for crawlers across all industries in the markets it serves. Because a lot of work was postponed or even cancelled during the pandemic, some work has been slow to return because of lingering challenges that have been exacerbated by the supply chain, Bigge said.

“We are seeing utilization continuing to

>40

Link-Belt

Link-Belt Cranes made its debut of the new combination top for the 300-ton capacity 348 Series 2 at ConExpo 2020. The heavy-duty combination top boom section is built for conventional boom makeup or luffing boom configuration. Bar pendants connect main boom, luffing jib and luffer back stay. New to the heavy-duty boom extension is backstay bar pendant storage. This allows the 348 Series 2 to go to work with heavy-duty boom while the luffer backstay pendants are stored on the conventional boom. The hook and pin design greatly simplifies the process of mating the combination top with the luffing jib base section. Lattice style front and rear posts further reduce transport weight.

Maximum heavy-duty boom length is 300 feet and maximum heavy-duty jib combination is 240 feet plus 140 feet. Maximum long-range boom length is 355 feet and maximum long range jib combination is 295 feet plus 140 feet. A maximum combination of 180 feet of luffing boom and 240 feet of luffing jib provides 420 feet of attachment and a tip height of 419 feet. In addition, 348H5

heavy duty and long-range extensions are interchangeable with the 348 Series 2.

The 348 Series 2 completely self-assembles with a live mast quick draw cylinder. To accommodate varying transport regulations, the 348 Series 2 main unit transports under 100,000 pounds.

Link-Belt 348 Series 2





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becoming the largest global transportation and heavy lift
enterprise harnessing the wind industry



The SUPOR & SARENS Team

Together, **SUPOR & SARENS** bring over 160 years of experience Including 25+ years of wind experience (both onshore and offshore), 3,500+ employees globally and a crane capacity ranging from 20 to 5,000 tons. The USA team alone can offer 2,000+ pieces of very specialized equipment to handle the wind market needs as one single entity from manufacturing to erection.

The key to the wind market is efficient port staging operations such as loading and unloading to provide on-time delivery to your site. Our partnerships with harbour operators ensure a one-stop-shop solution for harbour logistics that is both time and cost-efficient for our clients.

The choice is simple, the **SUPOR & SARENS** team can provide and source a world-class solution based on your particular needs.

About SUPOR

SUPOR is a 60+ year old family owned and operated business whose goal is to change how the logistics, crane and rigging as well as the heavy haul industry approaches movement and handling of **SUPOR** load cargoes.

SUPOR is a nationwide leader in heavy haul, warehousing, logistics and more providing 100% Union Labor and support for all the trades and Port Logistics.

SUPOR also offers a certified Woman's Business Enterprise (WBE) business for companies who need to place a percentage of their work through a WBE.

About SARENS

SARENS is a global leader in Crane Rental Services, Heavy Lifting and Engineered Transport. In addition, **SARENS** is recognized as a leader in wind operations, providing high-level expertise in Engineering with state-of-the-art equipment.

SARENS global presence, its large crane fleet, and its broad experience in the transportation, lifting and installation of wind turbines makes it a valuable partner in the wind power sector, both on and off shore.

SARENS is an ISO certified organization with a team of engineers and operational staff who are experts in the wind industry.

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climb and nearing pre-pandemic levels, and we are anticipating a full recovery within the next few months,” said Bigge’s Joe Nelms. “We are prepared for further growth and are currently evaluating several new markets as part of our expansion strategy.”

Bigge has been buying, renting and selling new and used crawler cranes throughout 2020 and 2021, and has grown its crawler fleet by more than 60 cranes over the last year, Nelms said.

“We are completely prepared with what we call ‘the perfect fleet’ for the growth we are forecasting for the balance of this year and in 2022,” he said. “We have more than

120 crawler cranes on order for delivery between now and the end of 2022.”

Bigge is seeing demand for all crawler capacities from 110 tons up through 1,100 tons in capacity.

“We are so confident in the demand that we have placed our largest orders ever for Liebherr crawler cranes,” he said “We have waves of LR 1110, LR1130, LR 1160, LR 1250, LR 1300.1 SX, LR 1400 SX, LR 1500, LR 1700, LR 1800 and LR 11000 being delivered on a regular basis. We also have a large mix of Liebherr, Link-Belt and Tadano telecrawlers on order. We are already the world’s largest owner of LR 1300s, and we have our sight set on becoming the world’s largest owner of Liebherr crawler cranes, period.”

As far as rental rates, some classes are better than others, but the rates throughout the category warrant continued market growth and expansion, Nelms said.

Renewed focus

Buckner HeavyLift Sales Director Sarah Perez said Buckner has a renewed focus on commercial projects. A leader in wind tower erection, Buckner is working to diversify its markets even further.

“I believe that just as other markets were impacted by the pandemic so was the crawler crane market,” Perez said. “However, the upside to the crawler crane



Bigge Crane & Rigging

market is its diversification, so while some projects were put on hold, like stadiums and plant shutdowns, others, like commercial distribution centers and wind farms, have continued construction throughout the past year. Now with at least half of the U.S. population vaccinated, we are starting to see the projects that were put on hold come back and we believe the crawler crane market is going to get very busy over the next few months and stay that way for the foreseeable future.”

The largest utilization for crawler cranes is wind energy, she said. After wind, larger cranes are mostly utilized for industrial projects in the Gulf Coast and Midwest regions, and the smaller cranes



Lampson International

Manitowoc

In recent years Manitowoc has added two new models to its range of crawler cranes: the MLC100-1 and MLC150-1. These cranes are known for their competitive load charts, jobsite maneuverability and transportability.

The MLC150-1 saves customers time on the jobsite because of its self-assembly hook that enables the operator to install the counterweight without any outside assistance, the company said. The boom butt mounted sheave enables self-assembly without the boom top. It features a button-style rope termination, and gantry-raised counterweights reduce components. The crane is also easier to transport. The boom cap, jib butt and struts ship as a single package for fewer connections. An increased

hook height enables self-assembly with various trailer heights, and the crane is designed to be transported with minimal permitted loads.

Both the MLC100-1 and the MLC150-1 have improved wider cab designs with easier access made possible by additional grab bars and movable left-hand consoles. The cab design offers more legroom, high-back seats with head rests and electronic seat controls, combined with improved HVAC performance.

The cranes also allow for easier service than ever with high-visibility sight glasses and quick drains on every gear box. Their main valve is also easily accessible. The cranes operate via Manitowoc’s Crane Control System (CCS) which can be used in conjunction with the company’s new Diagnostic Code App to quickly analyze diagnostic screens.

“A big component of The Manitowoc Way is listening to exactly what our customers need and want in their cranes,” said Brennan Seeliger, product manager, Manitowoc Cranes. “They asked for a reliable crawler that can get to work faster than any competing crane.”



Manitowoc
MLC100-1

Sany

SANY America’s new generation of cranes, including the SCA1000A crawler crane, are all built with the same intelligent technology and backed by a three-year, 3,000-hour warranty and solid aftermarket support, the company said.

With 110-ton lifting capacity at 12.5



Sany SCA1000A

are consistently utilized for precast and general steel erection projects throughout the country.

"However, one might say that geography is not a true indicator of utilization, but it is the projects that are the indicator and that is affected by drivers that we cannot always see," Perez said. "Certainly commercial, infrastructure and stadiums are near large metropolitan areas to a great extent, while industrial and petroleum chemical follows the traditional established regions."

Perez contends that when planning for a project, customers tend to make selections based on which cranes they are most familiar with.

"This can be a problem because their selection may not be the best crane for the project, or they may be limiting themselves when there is an availability shortage," she said. "The way to overcome this obstacle is through education. At Buckner, we try to constantly educate ourselves on the latest crawlers and their capabilities, which is made easier by our constant communication with Liebherr, the manufacturer. We try to get involved with our customers early in the planning phase to understand what they are trying to achieve instead of just focusing on what crane they have asked for. By doing this, we can educate the customers on the various options that are available to

them for their project that can potentially save them time and money. An example of a crane that customers may not be as familiar with is the LR1800, which is a crawler that has a maximum capacity of 880 tons and the unique feature of a v-frame ballast tray that allows greater flexibility to position the counterweight tray to improve crane capacity. This crane is ideal for industrial plants, power plant construction and the petrochemicals industry."

Buckner plans to purchase more LTR1220s, LR11000s, a LR13000 and potentially LR1300s.

More recently, the crawler crane that is getting the most requests by Buckner customers is the Liebherr LR1300, Perez said.

"It has the capabilities and flexibility to work in all applications from bridges to stadiums and it utilizes an easy-to-use operating system," she said. "We have

**Buckner
HeavyLift**



also seen an uptick in requests for the 11350, specifically for upcoming plant shutdowns. Overall, though, our most in demand crane is the LR11000, which continues to be the rockstar crane in the wind industry."

Buckner specializes in larger crawler cranes and these cranes command good rental rates due to supply and demand and the uniqueness of the cranes, as opposed to the more commodity pricing of certain other crane classes, Perez said.

"These are interesting times for everyone," Perez summarized. "What helps us is being so diversified." ■

feet, the SCA1000A comes loaded with the standard features typically found on larger cranes, Sany said. It has a main boom of 210 feet and maximum boom/fixed jib combination of 170 feet and 74 feet and is powered by a tier four final 334 hp Cummins diesel engine at 2100 rpm. Main and auxiliary hoists operate independently with free fall to make the crane more efficient and there is a third winch for duty cycle work, Sany said.

The SCA1000A cranes are designed to be easy to assemble and offer streamlined transportability. Transport the base crane at 210 feet of boom with a counterweight on four trucks. A fifth truck would only be needed to haul the jib. A self-assembly cylinder on the boom base section allows to assemble your own machine. Carbody jacks are positioned to ease the assembly for track removal, if needed, and for track extensions.

This entire crane has been designed with operator visibility and safety in mind. Operators have a commanding view of the surrounding jobsite with large windows all the way around the cab and top glass visibility with a retractable sunscreen to reduce glare.

PHOTO COURTESY OF SUPERIOR CRANES

**Tadano
Demag 3800**



Tadano

Tadano said interest in crawlers 660 to 750-ton capacity range has been increasing. The main driver is wind energy projects throughout the Midwest, South and West Coast, Tadano said. Infrastructure work is driving demand for lattice boom crawler cranes 300 tons and under. Tadano's offering begins at 400 tons capacity."

For Tadano, interest in the Demag 3800 model is very strong as it offers different configurations for higher lifts and heavier loads. A good example is the wind energy market where it continues to move towards higher hub heights and heavier components "Tadano is constantly working to develop new and innovative technology," Tadano said.

Zoomlion

The Zoomlion ZCC32000 crawler is known as "leader of Optimus Prime" Zoomlion said. Its maximum lifting capacity reaches 2,200 tons, with a maximum lifting torque of 32,000 tm. The ZCC32000 has a power system of double engines plus hydraulic pump set, which allows the switch between single-engine and double-engine working modes for better fuel economy. The product is equipped with adaptive super lift counterweight luffing control system and double hook synchronous anti shake control. The wireless remote-control system, with comprehensive functions is perfect for harsh environments.

Zoomlion ZCC32000



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Hospital HVAC

Generally, hospital jobs are always a challenge due to the nature of what hospitals do.

But when you have to set up your crane directly in front of the emergency room and boom out over a helicopter pad, there's a whole new dimension to the challenges.

Greiner Industries recently partnered with Zartman Construction on the Geisinger Health hospital project in Danville, PA.

Zartman used its Grove GMK 5250 with 229 feet of main boom and 115 feet of jib to set the steel at a 215-foot radius.

Greiner then brought in its Demag AC500-8 in to set the new HVAC unit.

"We used 308,000 pounds of counterweight with 255 feet of luffing jib," said Crane Division Manager Dan Haulman. "We set the HVAC unit, which weighed 9,400 pounds and measured about 30 by 7 feet, at a 265-foot radius."

The Demag AC500-8 was rigged with 63 feet main boom at a 73-degree boom angle.

Ground stabilization wasn't an issue, and the only underground utilities were directly in the middle of the street.

Jobsite challenges

Zartman Construction had stored the HVAC unit in its yard, which was only a few miles from the hospital. The Zartman team hauled it to the jobsite when Greiner's team had the crane rigged and ready to go.

"Schedule and jobsite space are always an issue when working at a hospital,"

Greiner Industries worked with Zartman Construction to place a 9,400-pound HVAC unit at a Pennsylvania hospital.



The Demag AC500-8 was set up directly in front of the hospital's ER and helicopter pad.

said Haulman. "We had to coordinate all lifting with Lift Flight, since we were lifting directly over the helicopter pad."

Another challenge was that the crane was set up directly in front of the ER.

"Thankfully we were able to leave one entrance open to the ER the entire time during the project," Haulman said.

Another unforeseen challenge was windy weather.

"Even though the manufacturer's wind restrictions are quite high for that much boom, we still lost a day due to high winds," Haulman said.

But better safe than sorry, he said.

But even with losing the day to the wind, the job took three days.

"Setup was Day 1, we lost Day 2 due to wind and on Day 3 we made the lift and then dismantled the crane," he said.

Zartman used its GMK 4115 to install the luffing jib on Greiner's Demag AC500-8.

"We've only had our Demag AC500 for about a year," said Haulman. "I am continually impressed with this machine. It was able to handle this lift with reduced counterweight. This means less trucking to the jobsite. Which in turn enables us to be more competitive in our pricing. Big thanks to Empire Crane for being our dealer on this machine."

The job lost a day due to high winds.



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Detailing digger derrick certification

A digger derrick performing as a crane must follow OSHA regulations.

Digger Derricks are versatile machines that are capable of many operations, including digging a hole with an auger as well as lifting and setting a pole in the hole. Because one of the primary activities is lifting and moving loads, a digger derrick may be performing as a crane in construction activities and needs to follow OSHA regulations.

In accordance with the final OSHA 29 CFR 1926 Subpart CC crane standard – Cranes and Derricks in Construction – that took effect on November 10, 2018, if using a digger derrick for as a crane in construction work, operators must be certified by an accredited third-party certifying organization such as NCCCO. Employers also must also evaluate and document operator qualification to safely operate the equipment and perform the assigned work.

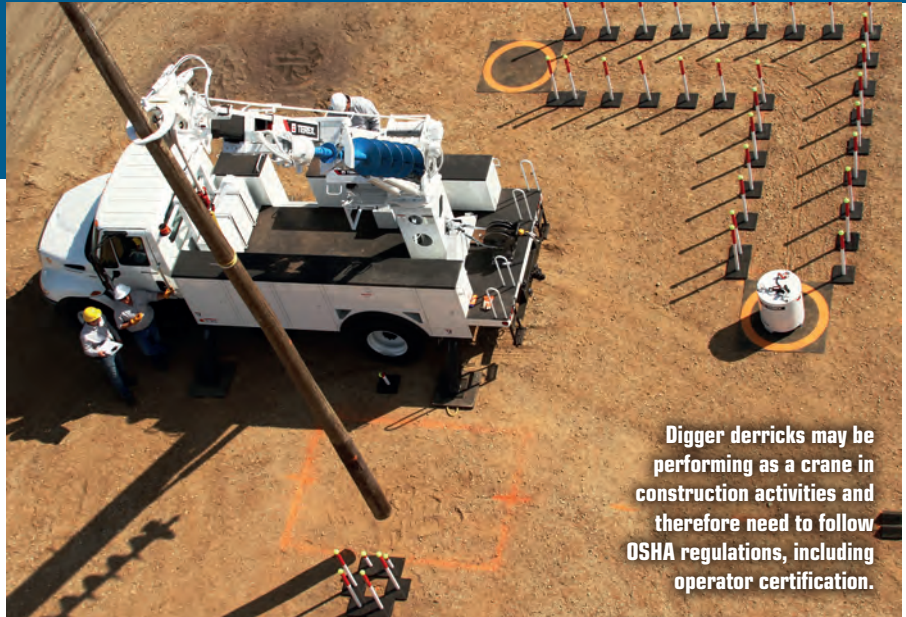
Subpart CC requires cranes and derricks with a lifting capacity of 2,000 pounds or more when performing construction activities to use certified operators, except for small service cranes and when performing work under the exemptions of:

- 29 CFR 1910.269 Subpart V, Electric Power Generation, Transmission and Distribution

- 29 CFR 1910.268 Telecommunication

Therefore, to be compliant, employers need to understand the limits of the exemptions and effectively train, certify and evaluate their operators. The standards state the exemptions are only if they are in compliance with 1910.269 Subpart V *in its entirety* for the work being performed:

1926.1400(c)(4) – Digger derricks when used for auguring holes for poles carrying electric or telecommunication lines, placing and removing the poles, and for handling associated materials for installation on, or removal from, the poles,



Digger derricks may be performing as a crane in construction activities and therefore need to follow OSHA regulations, including operator certification.

or when used for any other work subject to subpart V of this part. To be eligible for this exclusion, digger-derrick use in work subject to subpart V of this part must comply with all of the provisions of that subpart, and digger-derrick use in construction work for telecommunication service (as defined at Sec. 1910.268(s)(40)) must comply with all of the provisions of Sec. 1910.268.

Exemption limitations

The exemptions do not apply to companies as a whole or if their primary business is power transmission or communications. They apply only to the work being performed. If it is a “construction activity” as defined by OSHA, the operator needs to be certified. There are several types of work that are not exempt; some are:

- Streetlights
- Signallights
- Water and gas work
- Building any type of buildings
- Sign installation or construction
- Setting steel or foundations in substations
- Lifting or placing trench boxes or shoring during excavation activities

A general way for electric utilities to think about the requirement for

certification is: Any activities where the *item lifted* consumes electric power or does not directly transmit electric power may not be exempt. OSHA states in the Federal Registry of November 9, 2012, that the foundation and support structures of substations are construction and not exempt; however, placing electrical components is exempt.

Once the digger derrick operator participates in any construction activities outside of the stated exemptions for the telecommunications/power transmission industry, then his or her requirement is to be nationally certified, in line with all other crane operators conducting construction-related activities. Violating Subpart CC rules while operating a digger derrick voids the exemption for that employer, and violations may also be assessed under the cranes and derricks standard.

States’ rules must be at least compliant with the federal OSHA regulations, and several states have their own OSHA plans with more restrictive requirements, so they may not allow the exemptions allowed in the federal OSHA standard. As with all OSHA regulations, the OSHA inspector makes the final determination if exempt or not exempt.

Don't risk it

Tyrone Silva discusses key risk transfer elements that should not be overlooked.

In the construction industry, where complex and expensive work involves the participation of contractors, sub-contractors, vendors, and other third parties, risk transfer is an essential part of protecting your company. Agreements and contracts that clearly indicate, through well-written and precise language, which parties are liable for what are a vital element of risk transfer.

To properly develop an airtight approach to risk transfer, it's wise to ensure a smart approach from the ground up and understand exactly what risk transfer is and its purpose. At its most basic, risk transfer is a strategic contractual shifting of a risk that occurs that is not your fault, to the other parties involved that are at fault.

Risk transfer is contractual and is, as such, a negotiated agreement. Therefore, there are a number of ways to transfer risk as they are drafted. It means there is an opportunity and a responsibility on your part to take care to execute risk transfer contracts appropriately. One thing we often see is that companies become laser-focused on the big-ticket risk shifting clauses in contracts, like indemnity and additional insured requirements, and overlook equally important insurance items such as coverage limitations, valuation methods, exclusions, ancillary coverages, retainage clauses and unlimited delay stipulations.

There are also other important factors like borrowed servant and right of control, referencing regulatory requirements, and industry consensus standards that ensure the standard of care and responsibilities is in line with

industry standards and benchmarks. Finally, addressing site and ground conditions and who is responsible for them is imperative. Failing to be aware of these seemingly minor details may have huge and unexpected ramifications in the event of a claim, so it's important to consider them along with the more major clauses addressing indemnity and additional insured requirements.

At the forefront of risk transfer should be reasonable due diligence to ensure that your contract requires the appropriate insurance coverages to be carried by your customer and ensuring that the customer furnishes a copy of the policy for your review. Be especially aware of enrollment in OCIPs or CCIPs, as companies often assume they are covered without realizing the policy has a \$500K+ deductible. In those cases, the GC could hold you responsible for paying the deductible in the event of a claim or hold money owed to you to cover that cost.

To help you consider and account for not just the major risk transfer clauses but the ones more likely to be overlooked as well, we've outlined some areas to be aware of.

“At the forefront of risk transfer should be reasonable due diligence to ensure that your contract requires the appropriate insurance coverages to be carried by your customer and ensuring that the customer furnishes a copy of the policy for your review.”

Limits of insurance

Limit of Insurance is typically defined in most insurance policies as the most that will be paid by the insurer in the event of a covered loss. We find this to be critically important when leasing out a million dollar or more piece of equipment. A few things to be considered when fine-tuning your contracts should be:

- What happens if your equipment is damaged beyond reasonable repair resulting in a total loss as a result of your customer's sole negligence?
- Did your contract require or address:
- Contractor Equipment Coverage (sometimes referred to as all-risk physical damage insurance) with specific dollar amounts to cover the full value of your equipment?
- The valuation method that will be utilized by the customer's insurer?
- Replacement cost value or actual cash value?

Additionally, it's worth stipulating in the contract the customer's obligations to carry the appropriate coverage, with specified coverage amounts. You may end up in a better position of getting more of your investment dollars back.

Exclusions

Exclusions are set forth in every insurance policy. That being said, it's important to be mindful of specific exclusions when leasing your equipment to others – for instance, let's say a contractor's equipment policy specifically excludes loss of use unless the coverage is endorsed on the policy. In this scenario, you're unable to use your equipment as a result of a total loss, and so you decide that you'd rather file a claim directly with the customer's insurer as opposed to filing a first-party claim through your own insurance. Should your rental contract have failed to stipulate that third-party loss of use coverage be carried by your customer, actual losses (i.e. actual financial losses) sustained by you may not be covered.

Ancillary coverages

Continuing Rental Expense coverage should always be considered when leasing out your equipment to others



THE AUTHOR

Tyrone Silva is assistant vice president of risk management for NBIS with over 15 years of experience.

“ Risk transfer is contractual and is, as such, a negotiated agreement. ”

and should be a requirement within your rental contract. If your equipment is down as a result of a total loss and the claim investigation is ongoing, you may risk losing rental income. If this is applicable, know how much rental income you stand to lose. Continuing Rental Expense will extend coverage for the loss of rental income during the claims process while the equipment is being repaired or replaced and will pay up to a specified amount selected by the customer.

Borrowed servant

Addressing right of control is vital. It's common in a crane rental situation for the crane operator to be working under the direction and control of another party, whether it be the general contractor, another subcontractor, or your customer. Normally, your operator

will be told by someone outside of your company where to set up, what to pick, and will be given signals by another party. Therefore, the operator is acting directly under the orders of another company besides yours. To give your company greater protection, your contract must define who has control and supervision over the loaned operator.

Consensus standards

Always be sure to have a point of reference within the contract that pertains to regulatory requirements, such as contracting with qualified riggers and qualified signal persons under OSHA or industry-consensus standards like ASME B30. Contract language, agreed to by all parties, that specifically indicates these operators and workers are properly qualified will outline a standard of care and responsibilities.

Authorized signature

The argument that a given individual was not authorized to sign on behalf of your company is an all too common one that we hear all the time. Having an authorized signature provision ensures

that the representative signing the rental contract understands that they have full authority to endorse this contract on behalf of the corporation and/or other business entities. This protects your company by expressly stating the person signing the contract has authority to enter into the contract, so that should a problem or loss later arise, the company/lessee cannot claim the contract is invalid because the person signing didn't have authority to do so.

In today's unfortunately very litigious industry landscape, and when costly equipment and other factors make for potential losses in the tens of millions, making sure your risk is controlled, minimized, and managed is non-negotiable. Risk transfer and other contractual methods for managing risk can be invaluable, but only if used properly. NBIS is here to help. We're committed to making sure our insureds are as protected as possible, but we are also dedicated to defending our industry. When contract language and risk transfer are used properly, we can move away from a reality where the crane company is "always at fault." ■

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Foundation of care

Building a safer, more durable business.

In May, in recognition of Construction Safety Week, Associated Builders and Contractors (ABC) recognized five safety practices that contractors can implement that could increase their safety rating against the industry average up to six times.

The practices apply to both construction and transport, and include a robust substance-abuse policy with provisions for drug and alcohol testing where permitted; intensive onboarding and new-hire orientation programs that outline policies and expectations; frequent and regular toolbox talks, at the beginning of every shift, and even when crews return from a lunch break – to bring everybody on the job back to focal point to perform their work safely; leadership that practices safety from the top down, so that executives and supervisors onsite follow the same safety initiatives and protocols as the front-line workers doing the day-to-day work; and protocols to measure and use safety data from the job to consistently raise the bar on jobsite safety.

Drilling down, within its 2021 Safety Performance Report, ABC revealed that, among its best-performing members, the ones that put into practice these workforce programs had a recordable incident rate of just 0.41 per 1,000 hours in 2020. For all companies ABC tracked the average rate was 2.7 per 1,000 hours.

A deeper dive

Taking a deeper dive into the report, ABC found that companies that conduct an in-depth indoctrination of new

employees into the safety culture, systems and processes based on a documented orientation process experience 52 to 54 percent lower incident rates than companies that limit their orientations to basic safety and health compliance topics.

Substance-abuse programs/policies with provisions for drug and alcohol testing where permitted led to a 59 percent reduction in Total Recordable Incident Rate (TRIR) and a 61 percent reduction in Days Away, Restricted or Transferred (DART) rates.

ABC found that companies who ensure that all supervisory personnel have a well-versed understanding of the company's safety policy, supervisor safety expectations and other specific competencies reduce TRIR and DART rates by more than 50 percent.

That said, companies that established a process to define the scope of work, analyze hazards, develop and implement hazard-control methods, perform the work within established controls and provide feedback and continuous improvement had a 60 percent reduction in TRIR and DART rates.

Personal investment

One thing ABC also shined a light on was a need to focus on workers' mental health and total well-being. While the stigma around mental health has started to diminish, with many industries making an effort to raise awareness and offer support, around one in four construction workers still struggle with some type of mental health issue.

Indeed, companies have shown great progress in promoting and supporting a healthier work environment. Unfortunately, mental illness still greatly impacts the construction workforce.

Greg Sizemore, ABC's vice president, HSE and Workforce Development, said, "We have adopted a total human health approach, which is the next frontier in worker safety in our industry. That's looking at the craft professional wearing the hard hat, the safety glasses, high visibility vest and steel-toed boots, and asking if that individual is ready to do the day's assigned work. You need to look at the heart and mind, in addition to the physical."

One of the most important initiatives a company can take is reaching out to employees on a human level. Start conversations about mental health and open up in team meetings to help employees feel supported. Encourage them to share. At the end of the day, to realize a healthy work environment means cultivating a foundation of care beyond just profits. A personal investment in the team will only ever strengthen the culture – and all but assure long-term growth and success. ■

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The upcoming SC&RA succession planning conference delivers undeniable benefits to attendees.

The rise in mergers and acquisitions throughout construction and transport in recent years has had more than a few SC&RA member companies thinking about the process that goes into planning and preparing to sell a business.

Add to it the volatility of 2020, and members on various levels throughout the Association have begun to assess their own circumstances, related strategy and/or how long they're going to stay in the game.

In response to increased conversations and awareness therein, SC&RA will host a one-day virtual conference on Wednesday, July 28, 2021, titled "Key Considerations for Effective Succession Planning."

Intended for companies both looking to

sell or merely thinking about the process and what goes into it, this must-attend conference is designed for owners, operators and financial managers, and will feature merger and acquisition experts, as well as private equity representatives with direct industry experience. Attendees will be able to ask questions of speakers throughout the day.

Topics covered will include: Generational transfer, ESOP, private equity sales; How to find potential buyers and professional assistance; Common errors and pitfalls; Key private equity considerations for acquisition; Preparing for liquidation/sale, including determining value, preparing financials, etc.; The latest on federal estate tax law changes; and Seller's role after the transaction.

Presenters include: Glenn Rayle, Managing Director, Chapman Associates; Maryann Ford, Managing Director, Chapman Associates; Michael Rosendahl, CFA, Principal, PCE Companies; Braden Eddy, Senior Associate, Hastings Equity Partners; Jason Giorgio, MBA, CFP, CLU, Pacific Partners; Lee Resnick, Partner/Co-Founder, Resnick Associates; and Terry Resnick, Partner/Co-Founder, Resnick Associates.

Vigilance is key

SC&RA offers succession planning education periodically at annual meetings, but the Association has seen an uptick in interest over the last few years, which was in part the motivation for this all-encompassing one-day event.

According to Association CEO Joel Dandrea, SC&RA member companies need to remain vigilant in regards to the education and awareness piece of succession planning. "If they are exploring potential sale, or a strategy to move their company in some way, it's important that there are solid plans in place that take into account how to protect the business from unnecessary tax payments and who to go to for support."



Especially as it pertains to federal tax law, conference attendees won't want to miss brothers Lee and Terry Resnick, who will spotlight the estate tax.

"The estate tax has played an interesting role in our country's history for business owners because that tax was originally designed to redistribute wealth, but as time went on, more people (beyond the elite level) were getting caught up in the web of it," said Resnick (Lee). "Farmers and others were having to deal with it when they attempted to pass along their business and properties, etc. And right now, under current law, we have the largest exemption in our country's history. But that will be changing January 1, 2026 – and these exemption amounts that are currently about 11.7 million dollars per person will essentially be cut in half, though it could happen sooner."

For business owners, added Resnick, where it can become dangerous is when they think they're protected from exemption when they no longer are. "They may be confronted with having to pay millions of dollars in taxes and they have insufficient liquidity to take care of that. It can really be a tragic event when that occurs."

As far as prevention, he noted, "It's really about being proactive with education. It's very easy for business owners to get caught up in the business of business and end up not paying as much

“ We see it all the time – business owners simply not taking the time to do proactive planning. Then they get into a position where maybe it's a rush to sell, or they simply don't know what they don't know,

which again, can really cost them.

LEE RESNICK
Partner/
Co-Founder,
Resnick
Associates



value



“Key Considerations for Effective Succession Planning” is a must-attend virtual conference designed for owners, operators and financial managers, and will feature merger and acquisition experts, as well as private equity representatives with direct industry experience.

attention to this aspect as they should. It really pays to have advisors on top of things for you – alerting you to changes in tax laws, but also doing annual reviews and looking at what you have in place and why.”

One of the most common mistakes Resnick sees with business owners involves truly understanding the value of their business. “Unless they’ve had a recent, independent evaluation done, they simply don’t know the value of their business,” he explained. “The impact is, they think it’s worth X, and the IRS says, no, it’s worth three-X, and they based their planning, or lack of planning, on X – and that’s where they could run into problems, i.e., taxes they’re completely unprepared for.”

Another mistake, he said, is complacency. “We see it all the time – business owners simply not taking the time to do proactive planning. Then they get into a position where maybe it’s a rush to sell, or they simply don’t know what they don’t know, which again, can really cost them.”

Maximize returns

Mike Rosendahl, CFA, Principal, PCE Companies, will also cover some of the common and not-so-common mistakes business owners make when looking to sell, but it will predominantly comprise a conversation with a private equity group

– from the perspective of the buyer.

“The interesting thing about this session will be the buyers saying ‘Here’s what you need to do to get ready, how you need to prepare,’” he indicated.

He also pointed out, “There’s a huge transfer of wealth that has to take place over the next ten years, with the Boomers who’ve created all these companies, and if they don’t have someone to pass it on to internally, or in the family, they need to look elsewhere. What we’re seeing at SC&RA – there’s a lot of small- to mid-size companies that will need to go that route.”

Specifically for SC&RA members, Rosendahl emphasized that, if companies are indeed thinking about selling, the time is right. “There is a lot of money that’s looking to be put into this sector, because people see that the industrial services is a popular sector for investment groups – and there’s an expanding group of buyers looking to buy in this sector.

“Valuations are up; if your company has and is performing well, there’s a lot of buyers out there. And even if you’ve had some issues during COVID, and you’ve come back, that’s also attractive. People are very interested in seeing that resilience.”

One of the key takeaways for both his presentation as well as the conference overall, Rosendahl identified, is the value of preparation.

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MIKE ROSENDAHL
CFA, Principal,
PCE Companies



“This is probably going to be the single-most important financial decision that these SC&RA companies are going to make in their lives. You want to be as prepared as you possibly can be. You only get to do this once, and you want to maximize that value. So everything you can do to prepare and learn and be smarter is only going to bring more value to your company, and help you get through the process – and assure that you’re better protected when you do finally sell.”

Dandrea echoed Rosendahl and added, “You want to work hard and do well while you’re in the game, and you want to maximize the returns when you decide to get out of it. We’ve structured this one-day event so that it covers as much valuable information and insight as possible – and gives our member companies plenty of education that they can then turn into productive strategies when the time is right.”

■ For information on speakers, sessions and to register, visit www.scranet.org/succession2021.



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Terence "Terry" Lee Young: 1958-2021

Terence "Terry" Lee Young, 62, passed away on June 4, 2021, after a valiant battle with pancreatic cancer. Born on July 21, 1958, in Corry, PA, he was the beloved husband of Lisa Jackson and a devoted dad to Madison Young (20) and Kyle Jackson (20).

Young attended school in Corry, PA until the 12th grade when he moved to South Florida and graduated in 1976. He received his Associates Degree in Risk Management from the Insurance Institute. He became the president and CEO of Construction Safety Experts, established in 1996, and headquartered in Cary, N.C.

Construction Safety Experts, founded by Young, was a proud member of the Specialized Carriers and Rigging Association (SC&RA). Young was a beloved volunteer for SC&RA, serving on the



board of directors and as a past president and chairman. He served on the SC&RA Publications Advisory Committee, which would set the stage for the creation of *American Cranes & Transport Magazine*. An early contributor, he wrote *ACT's* Safety column for many years. Young was also an OSHA instructor, OSHA VPP star assessor and was the author of over 70 published safety articles in *ACT* and other publications. His skills and service along with long-standing relationships earned him some of the highest ratings in his business. He will be remembered for his character, hard work, generosity and down-to-earth

presence. He is also survived by his brothers, Steve Young of Green Acres FL, Jeffery Young (Donna) of Hinesville GA, and sister, Shannon (Young) Torres of Sunrise, FL.

Todd joins ProMiles Software

Steven Todd has been named executive vice president, permitting, at ProMiles Software Development Corporation (PSDC).

"Steven has worked in many aspects of permitting over the course of his esteemed career," said Tony Stroncheck, co-founder/co-owner, ProMiles. Todd is credited with developing partnerships with state and federal agencies and major



Steven Todd

transportation companies throughout North America, and by leading the development and advocacy of Automated Permitting Systems, as well as developing

best practices for the purposes of harmonization, infrastructure integrity and highway safety.

"In both my previous government and trade

association careers, I have developed an enormous respect for ProMiles rapid ascension to its present top position in the automated permitting market, and I am pleased to now serve the transportation industry on the software development side where I can use my expertise, insights and know-how to shape best/first-in-class products and services," said Todd. ■

Francina Marie Pride-Motz: 1974-2021

Longtime crane and access industry publisher **Francina Pride-Motz (Franci Motz)** passed away on May 27. She was 46.

Motz, who was well-known in the crane and access industries, was publisher of both *Crane Hot Line* and



Lift and Access. She had joined Heartland Communications Group, publisher of both magazines, in October 2009.

Motz is survived by Jason Furrow, her life partner, and their son Kade, of Frederick,

CO, and mother Carol Pride of Englewood, CO, as well as two sisters, nieces, numerous aunts, uncles and cousins.

Her family said, "Franci was amazing! She was funny, kind, compassionate, thoughtful – a little sarcastic perhaps – and loving to everyone, especially the joy of her life, Kade. She was deeply loved and will be truly missed."

Manitowoc Cranes has appointed **AMY CROUSE** as senior marketing

manager for North America. Crouse will replace Amy Marten who now serves as regional business manager for Potain tower cranes.

JOE DOERR has joined crane and rigging insurance company Emery & Karrigan (E&K) as a sales executive.



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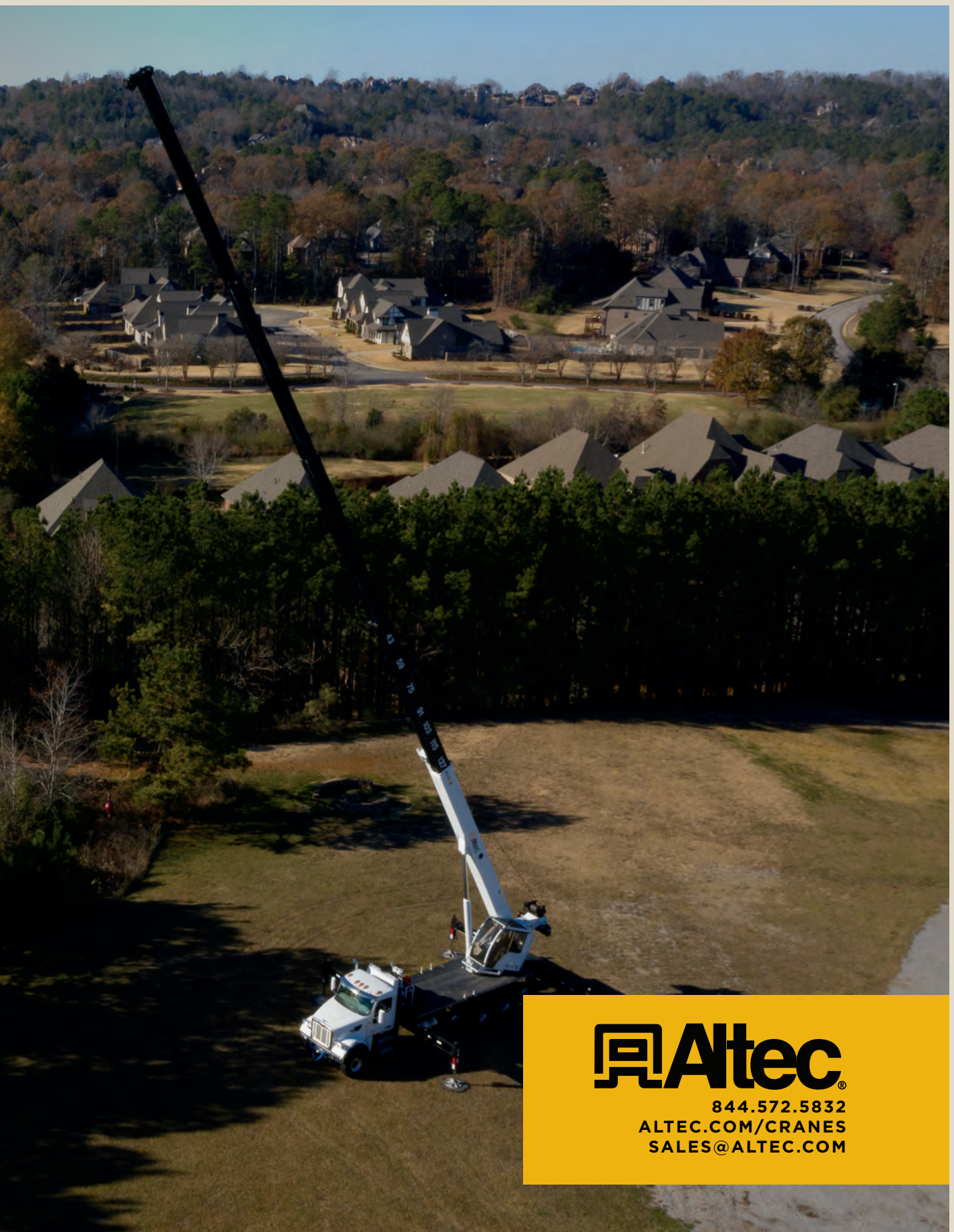
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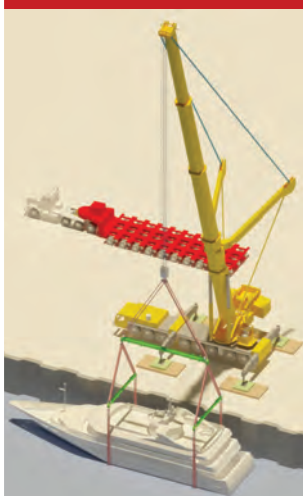
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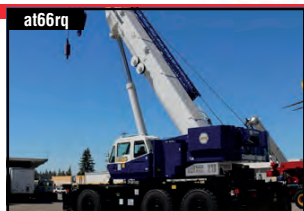
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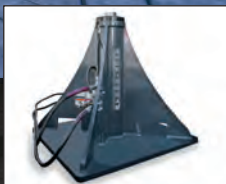
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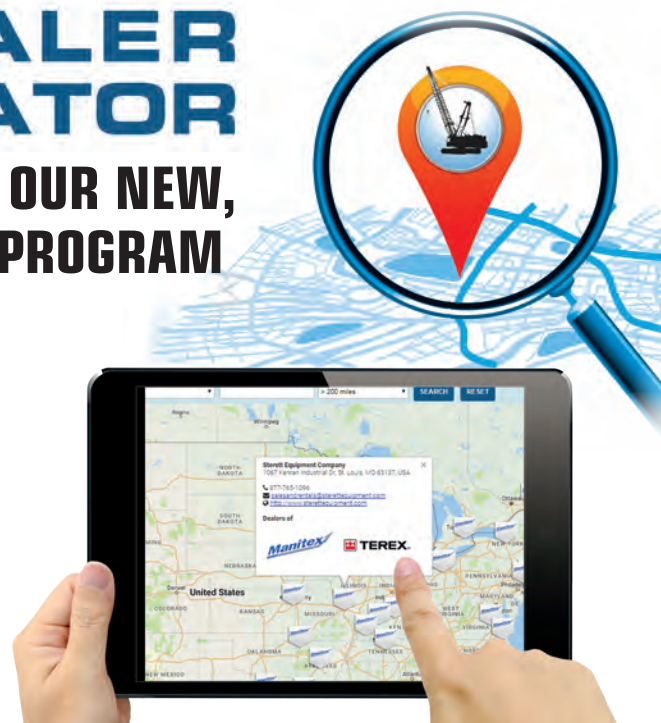
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Doing his best

Recently retired (again) at 83, Bud Wilson reflects on a legendary career as a crane operator and crane safety educator. **D. Ann Shiffler** reports.

Bud Wilson's first experience in the cab of a crane was when he was a teenager after his father bought a crane to do dragline work for the family business. After high school he joined the Air Force. When he got out of the service, he started a long and storied career running cranes.

"I did everything for all kinds of trades," he remembered. "Making heavy lifts, setting iron, pouring concrete, with a lot of different kinds of cranes."

Bud was keenly interested in learning the best and safest ways to operate a crane. Through the years he got involved in training, helping the companies he worked for establish safety protocols and best practices for their operators. At one point he went to work for a training company.

"I learned a lot about safety standards, OSHA requirements and load charts," he said. "But eventually I went back to operating cranes for Maxim. They became interested in getting their operators certified. CCO was just getting started."

Initially, there was just a written exam. Some 30 operators took the test and only two people passed. Bud was one of them.

The Maxim management team was interested in Bud's knowledge and experience. He put together materials and taught classes to help the operators pass CCO certification.

Bud believes that experience and training

are requirements to becoming a crane operator.

"One of my biggest assets in teaching was my experience in the seat of a crane," he said. "You can't get that out of a book."

Through NCCCO, he became a certified practical examiner. "I was actually in the first CCO practical examiner class," he said. "My accreditation is number 028."

Second career

In 2001, at age 65, Bud retired from the Operating Engineers. He then started his second career, The Crane School.

"I knew there was a need for this type of safety training," he said.

His first break was when a large company called on him to get its operators certified. The company became a faithful customer. Listed on the NCCCO website as a training provider, Bud got a call from a company in Hawaii to train and certify its operators.

"Hawaii was one of the first states to make crane operator certification mandatory," he said. "I'd never been to Hawaii so I put in a bid for the work and got it. I said to my wife 'Betty, pack up, we are going to Hawaii.' After that I did CCO training and practical exams at different locations through out the United States and Africa."

The Crane School became a sought-after entity, and one thing became clear: Bud had a genuine passion for teaching. He had a talent for making his classes interesting and informative.

"I see the young guys who don't have any experience and I try to teach them the things that will prevent accidents," he said. "If I prevented just one accident, it was worth everything I put into it."

“You just do your best. That's all you can do.”

BUD WILSON



Bud Wilson has administered some 3,000 practical exams during his tenure as owner of The Crane School.

Bud estimates he conducted about 3,000 practical exams. His biggest accomplishment, he said, was that he never had a dissatisfied customer.

A true mentor

A couple of years ago Bud realized that it might be time to retire, again. He hired Bob Kesler, who was a CCO crane operator and inspector, to do some programs and start learning the business of The Crane School. In January 2021, Bud handed over the reins.

"I really enjoyed what I did, or I wouldn't have done it so long," Bud said. "I got a pleasure out of teaching young and old guys and watching the expressions on their face when they learned something new or that they should have known. The pleasure I got out of it kept me going because I'm proud to say I never had a dissatisfied customer."

Kesler said The Crane School is running at full speed with a lot of good years ahead. But for this article, Kesler wanted to honor Bud Wilson for all he had accomplished in the crane industry.

"Bud is quite an interesting character," Kesler said. "He means a lot to me, and he's just done so much in his career. He's a great mentor."

In my interview with Bud, I had one last question: What was your most memorable job?

"I was running a Manitowoc 4600 Ringer," he said. "I loaded nuclear bombs over 3,000 feet into the ground at a nuclear bomb test site in Nevada. It was quite an experience. The crane was rated for twice as much as we were picking."



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Crane Ropes for Mobile Cranes,
Crawler Cranes, Tower Cranes,
and Overhead Cranes**



**Large Inventory of
Wire Rope and Cable – Bridon,
Teufelberger, WireCo,
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YOUR ONE SOURCE FOR HIGH PERFORMANCE CRANE ROPE SERVICES & SOLUTIONS

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We have mobile spooling trucks to provide reliable, 24-hour, on-site service to all of our mobile crane customers. Our spooling units were designed and built to handle a variety of applications in the mobile crane industry with the ultimate goal of providing our crane customers with as little down time as possible!

We also employ certified technicians who can perform an in-field poured socket replacement for your high performance crane rope. We come to you with all of the tools and equipment necessary and will get your crane up and running in no time!

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