

ACT

The magazine for the crane, lifting and transport industry

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A KHL Group Publication

ACTEXCLUSIVE



Kobelco
launching
seven new
cranes at
ConExpo

PREVIEW

CONEXPO
CON/AGG



Iconic rigging project

Decommissioning!

PROJECT FOCUS

Mini cranes

PRODUCT FOCUS

SMPTs

INTERVIEW

Kobelco's Jack Fendrick



Official domestic
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SHOW GUIDE

Specialized
Transportation
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p53

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SCAN TO SCHEDULE
A MEETING WITH US

Risk Transfer & the Borrowed Servant

Why Isn't Your Operator A Borrowed Servant?

BY ART KIRKNER

VP of Claims, NBIS

YOUR OPERATOR has arrived to the jobsite with your crane. Your customer has leased your crane "with operator" for a few days to assist with removing old HVAC units and raising new units to the roof of a multi-building office complex. Your operator is directed as to where to set up his crane for the day's work. Your customer performs the rigging, attaching the HVAC unit to the hook, and signals your operator to lift the HVAC unit. Your operator receives the radio command from your customer's second signalman on the roof to swing the load over and suspend it in place on the hook until the customer's rooftop crew is ready to maneuver it into place.

They move in, taking hold of the taglines, when suddenly there is a loud snap. The rigging has torn, dropping the HVAC unit onto one of your customer's employees. Both of his legs are crushed, and amputated later at the hospital. The injuries are catastrophic.

Your daily rental ticket has been signed. It contains indemnity and additional insured provisions favorable to you requiring your customer to defend and indemnify you. Allegations emerge early where your customer's crewmembers begin claiming your operator recklessly flew the load and then came to a sudden stop, which stressed the rigging from the sudden deceleration forces applied.

Despite the weight of the evidence to the contrary, the crewmembers are saying this is the reason the rigging failed and the HVAC dropped. The customer's CGL carrier refuses to accept your defense and indemnity.

As the employer of the horribly injured

worker, your customer enjoys WC immunity and cannot, and is not, named as a defendant in the litigation. Because the employer cannot be sued, the injured worker focuses his claim and investigation efforts on your operator and your company.

This is becoming a common occurrence even when there may be significant comparative fault on your customer. It is made worse when the owner and general contractor tender their defense and indemnity under their contract with your customer.

Your customer then tries to pass on this exposure to you, claiming it was your operator's negligence that caused the rigging to snap. You are frustrated and angry because your operator did not cause this accident. Now what?

The "Borrowed Servant Doctrine"! It goes by other names like "Dual Employment" or "Loaned Employee" or "Special Employer." The Borrowed Servant Doctrine makes other contractors (your customer) the "special employer" of your operator (the "borrowed servant"), who is temporarily used, loaned or rented to the other contractor for a specific purpose. Under this dual employment arrangement, your crane operator now enjoys the same WC immunity as your customer enjoys.

How do you know if you and your operator benefit from workers' compensation immunity when presented with the above circumstances where your operator is performing work for your customer? Though this varies by state, the following elements are contained in most states' Borrowed Servant Rule: Is there a contract (your daily signed ticket) and what are the terms? Who exercised control over the employee? Whose work was being performed at the time of the accident? Did the worker understand that he or she was working for the borrowing employer and continue to do the job? Who provided the tools and place of performance? How long was the "borrowing"? Who had the right to discharge the worker? Who had the obligation to pay the worker?

Each case will be decided on its own facts and based upon the answers to these questions. Paramount to your defense under the Borrowed Servant Doctrine is: (1) the signed DAILY RENTAL TICKET and (2) the RIGHT TO CONTROL your operator.

In my 50 years of experience, all too

often, adjusters are ill-informed on this rule, and frankly, defense counsels are quick to dismiss the application of this Borrowed Servant rule because your customer did not pay your operator's wages or are not sufficiently skilled at eliciting answers from your operator that demonstrate the exclusive control, direction and supervision of your operator—despite having a signed daily rental ticket and the facts to the contrary.

The Borrowed Servant rule is the cornerstone of your defense when confronted by your customer's injured employee suing you and your operator.

To insulate your company and operators from serious financial exposure under the Borrowed Servant Doctrine, it is in your BEST INTEREST to associate with an insurance partner like the NBIS team that understands your business with real-world crane & rigging knowledge and claims expertise. It is vital to your business protection to use the NBIS PREFERRED CONTRACT language, which offers you greater contractual protection by getting the responsible party to indemnify and defend you for their negligent actions.



ABOUT THE AUTHOR

Art Kirkner is Vice President of Claims for NBIS. With over 50 years of claims leadership, Kirkner has built a reputation for driving a customer-service-driven claims team.

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COVERAGES

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COMMERCIAL AUTO | EXCESS/UMBRELLA
PHYSICAL DAMAGE | CUSTOM CARGO/TRANSIT
WORKERS' COMPENSATION



Edwards Moving and Rigging assisted in the removal of a nuclear reactor vessel from an old merchant ship. See our Site Report Transport on page 46.



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Its boom rising above the treetops at Kobelco's crane yard in northwest Houston, the new CK1600G-3 is no longer under wraps. *D. Ann Shiffler* reports exclusively for ACT.

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\$2.1 billion to improve U.S. bridges

The U.S. Department of Transportation's Federal Highway Administration (FHWA) announced the first round of Large Bridge Project Grants from the Bipartisan Infrastructure Law's competitive Bridge Investment Program. The program is one of the largest dedicated investments in highway bridges since the Interstate highway system.

Approximately \$40 billion over five years will help repair or rebuild ten of the most economically significant bridges in the country, and thousands of other bridges. The FHWA said the grants will fund construction for four projects. Improvements to these bridges will address significant safety issues for drivers and delays in the movement of freight that currently raise costs for users.

"Safe, modern bridges ensure that first responders can get to calls more quickly, shipments reach businesses on time and drivers can get to where they need to go," said Pete Buttigieg, U.S. Transportation Secretary. "The Biden-Harris Administration is proud to award this historic funding to modernize large bridges that are not only pillars of our economy, but also iconic symbols of their states' past and future."



The Chesapeake Bay Bridge is a major dual-span bridge in Maryland. PHOTO: ADOBESTOCK

SHI acquired the remaining 34 percent of shares held by HCM, thereby making HSC a 100 percent wholly owned subsidiary of SHI.



Sumitomo buys Hitachi Construction Machinery shares

Sumitomo Heavy Industries, Ltd. (SHI), the parent company of Link-Belt Cranes, announced an agreement with Hitachi Construction Machinery (hereinafter, HCM) to acquire the shares of Sumitomo Heavy Industries Construction Cranes (HSC) held by HCM and make HSC a wholly owned subsidiary of SHI. The share acquisition occurred effective December

31, 2022. SHI acquired the remaining 34 percent of shares held by HCM, thereby making HSC a 100 percent wholly owned subsidiary of SHI.

"This further reinforces SHI's long-term commitment and investment in the mobile crane business," said Melvin Porter, CEO and president, Link-Belt Cranes. "We look forward to the continued growth and strengthening

of the mobile crane business with the support of SHI and collaboration with HSC."

SHI stated their business strategy is to grow and strengthen the construction crane business, to reinforce cooperation related to the lifting business within the SHI group, and to solidify SHI's Logistics & Construction Segment business, which includes the construction machinery business. ■

Liebherr partners with online Krank platform

Liebherr and its dealers will sell used machines, attachments and spare parts for certain products via a new online trading platform being developed in partnership with Krank. The platform – to be launched in the first quarter of this year – will cover the sale of used mining, earthmoving and material handling machines, mobile and crawler cranes, tower cranes, maritime

cranes, concrete technology and corresponding used attachments and spare parts. The marketplace will be a Krank-developed platform that allows Liebherr sales partners worldwide to manage their used equipment sales processes – and market them online.

"We were looking for an expert in creating marketplaces for used construction equipment – and



Krank founder Mark Turner (left) with Liebherr's Alexander Sattler.

Krank is the stand-out partner," said Daniel Hecker, business development sales, Liebherr-EMtec. "With the relaunch

Specialist market research and forecasting company, **Off-Highway Research** has increased its global coverage, with the launch of a new range of reports on the North American construction equipment market. The first range of reports available to subscribers are monthly Market Reports, offering news, data insights and expert analysis on the market in Canada and the U.S. This report series includes a detailed Annual Review of the North American market, scheduled for print in April 2023.



Strong demand for construction workers in the U.S. has led to pay growth outstripping the rest of the private sector. Average hourly earnings for workers in production and non-supervisory roles increased to \$33.15 last month. That represented a jump of 6.1 percent in December 2021, according to the **Association of General Contractors**. U.S. construction workers now earn an average of 18.1 percent more per hour than in the private sector.

of the marketplace, we will have a central platform for our global used equipment business. Customers will be able to independently search our virtual marketplace for the used equipment they need, while our sales partners will register and manage their used equipment via the platform and its associated apps."

UK-headquartered Krank enables customers to manage the sale process and keep direct control of their business network and data.

Terex adds 12-ton flat top to tower crane range

In addition to being a strong lifter, the new Terex CTT 292-12 flat top tower crane boasts a raft of high-tech features and is designed for great flexibility in configuration.

The new 12 tonner joins 13 other flat top models in the Terex range from Italy. Below the new model in the existing range is the CTT 231-12.

Also a 12-ton model with a maximum 70 meter jib, it has a smaller, 2.1-ton, tip load. Above the new model in the existing range is the CTT 332-16, a 16 tonner, with maximum 75 meter jib and 3-ton tip load.

The new model is rated at a maximum of 12 tons, on four falls of rope. Its jib can be up to 70 meters long.



High-tech electronics help increase performance and operating efficiency on the new Terex CTT 292-12.

High-tech functions feature strongly on the new Terex CTT 292-12 model. Its main features include: Power Plus, Power Match and the T-Torque slewing technology to give better control over slewing.



Customers now have a single source for a crane with hi-rail gear.

Broderon equips carry deck for rail

The Broderon IC-400-B, 25-ton capacity industrial carry deck crane, outfitted with class leading boom length and multi-position out and down outriggers, has additional functionality rail applications.

Based in Lenexa, KS, Broderon Manufacturing has completed testing and delivery of several new options for the rail industry. The options include a friction drive hi-rail system that includes pick-and-carry over front on rail

capacity in the RCL system, and a rail towing package. These Broderon designed and installed options integrate seamlessly into the crane's control and hydraulic systems.

The hi-rail package includes in-cab controls for hydraulic rail gear deployment; electronic sensing of rail gear position – which configures the RCL to the on-rail, over front load chart and reverses the transmission control; and FRA required lighting and audible alarms.

Sarens orders booster kit

Tadano has delivered its 84-meter boom booster kit for Sarens' Tadano CC 38.650-1 lattice boom crawler crane.

"The 84-meter boom booster kit will enable us to significantly increase the lifting capacities and reach of our Tadano CC 38.650-1 so that we can take care of jobs that would have otherwise required a considerably bigger crane," said Jan L. Sarens, equipment trade director.

Sarens will use the kit to erect wind turbines with large hub heights – the first jobs in the Netherlands and Germany are scheduled for next April.

From left to right: Uwe Schlicher, Hendrik Sanders, Marc Sarens, Jan I. Sarens, Stijn Sarens, Christian Eickstädt.





■ Bailey Specialty Cranes and Aerials

has launched Solar Trax 824, its solar panel installation robot, to market. The Solar Trax 824 will lift panels 8 feet high and traverse 24 feet to handle most Solar Field designs. Designed for rough terrains and increased slopes, the upper assembly will automatically level itself for increased stability and ease of panel placement.

■ The Specialized Carriers and Rigging Foundation

has unveiled a new Company Training (CT) Grant which offers financial assistance to ease the burden on companies that are training multiple employees. Members of SC&RA can apply for a grant for financial assistance ranging up to \$5,000 for multiple employees.

WIK A unveils CTL-S700 controllers

WIK A Mobile Control has introduced a new CTL-S700 series of safety controllers. These controllers offer many interfaces and I/Os for safety-relevant machine control tasks and can be used in safety-critical applications according to: IEC/EN 61508 Parts 1-7:2015 SIL 2, EN ISO 13849:2015 PL d and EN 62061:2005 + AC:2010 + A1:2013 + A2:2015 SILCL 2.

Available in four different configurations, the CTL-S700 series offers up to 64 inputs and 56 outputs providing versatility for a variety of applications. These cost-effective controllers feature CODESYS 3.5 SIL 2 programming and a data logger that collects all relevant operating data. Multiple CANopen

safety and Ethernet interfaces are also available.

Controllers from the CTL-S700 series are equipped with an 300 MHz Aurix TC299TX processor, up to 64 MB flash, 2.7 MB SRAM and 32 kB FRAM. With an IP66/67 protection rating, a robust cast aluminum housing and high shock and vibration resistance, these controllers are designed for use in harsh environments making them a perfect fit for mobile cranes, telehandlers and other mobile machine applications. ■



The CTL-S700 series offers 64 inputs and 56 outputs.

Mammoet granted Louisiana superbridge contract

Mammoet will provide an adjustable super bridge as levee crossing for the transport of modules for Plaquemines LNG project in Plaquemines Parish, LA. When fully developed, Plaquemines LNG will have an export capacity of

up to 20 million metric tons per year. Under the agreement, Mammoet's scope includes testing and constructing the bridge and its components.

During the first half of 2022, Mammoet, working with Weeks Massman Joint Venture, successfully completed the foundation of the super bridge, including the driving of the piles and installation of the pile caps. Further, other

components are currently undergoing testing.

Robert Roest, Commercial Manager, Special Projects for Mammoet USA South, stated, "We are very excited for this next, major step in the continuing relationship between Venture Global and Mammoet."

The sentiment was echoed by Mammoet Sales Manager, Mike Cook. "Extensive experience and engineering led to the design of the mega bridge," he said. "It is capable of achieving never before accomplished weight capacities." ■

Mammoet is providing an adjustable super bridge as levee crossing for the transport of modules for a project in Plaquemines Parish, LA.



Like the truck body, the tower that supports the service crane was also engineered by Aspen Equipment.

Aspen Equipment upfits truck with Palfinger

Aspen Equipment has completed a challenging sign truck upfitting project for a municipal customer in Kanabec County, MN. Featuring a 6,000-pound capacity Palfinger crane plus operator catwalk, the operation involved the fit out of a mid-sized Chevrolet Silverado 6500 HD chassis cab.

"Municipalities invariably want something with large-truck capabilities, while still being small enough to enable a smaller turning radius in the garage, or that doesn't require a commercial driver's license, for example," said John Orzechowski, municipal sales, Aspen Equipment. "But I think what makes this latest upfitting job unique is having such a large crane on a relatively small chassis, along with its hydraulically extendable outriggers and catwalk."

The Palfinger PSC 6025 service crane that was incorporated into the Chevy is a part of a range that is up to 30 percent lighter and 20 percent stronger than competitive models, the company said. Requiring fewer setup adjustments, its 29-foot boom length improves access for challenging lifts, especially with the optional personnel basket accessory.

On your site

See you in Vegas – it's always a pleasure to meet the people that inspire us. Together, let's look at solutions for your upcoming projects. More precision, less effort – more profitable.

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All in a day's work

This year's SC&RA Annual Conference will have plenty of business on the table.

Seventy-five years ago, the first airplane broke the speed of sound, you could walk into a grocery store and buy a loaf of bread for 13 cents and the New York Yankees beat the Brooklyn Dodgers in the World Series. The year also stood testament to an evolving industrial landscape, as laws and regulations affecting the transport of specialized loads also started to change. Out of this evolving

A memorable celebration

SC&RA will be celebrating the 75th anniversary of the Association in various ways throughout the year, especially at the Annual Conference. Members should keep an eye out for **LEGENDARY**, a compendium-style book that SC&RA and KHL are working together to produce, which will detail the companies, equipment and individuals who've contributed to the Association's success.



landscape, the Specialized Carriers & Rigging Association was born. This year, the SC&RA is commemorating its monumental 75th anniversary. And what better way to celebrate than by joining together a bevy of member companies for the 2023 Annual Conference in sunny Carlsbad, CA.

Conference kickoff

The highly anticipated event will be held April 17-21 at the beautiful Omni La Costa Resort and Spa. On Monday the 17th, attendees trickle in and committee members will have the opportunity to get caught up with their respective boards, as invite-only meetings commence throughout the day.

Bright and early at 6:15 a.m. on Tuesday, April 18th, conference attendees are invited to participate in the Lift & Move USA Fun Run/Walk benefiting the workforce initiative to promote careers in the crane, rigging and specialized transportation industry. Get your blood pumping and enjoy a little morning air for a great cause.

The conference will start off with

WHAT

SC&RA Annual Conference

WHERE

Omni La Costa Resort, Carlsbad, CA

WHEN

April 17-21, 2023

REGISTRATION

www.scranet.org

DETAILS



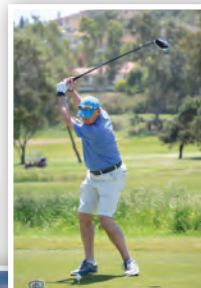
Shawn Kanungo

an Opening Session presentation by **SHAWN KANUNGO**, titled The Great Reimagination. Following the continued impact of Covid-19 in the business world, technology and customer and employee expectations have evolved tremendously. Kanungo provides an optimistic roadmap for the future and explores how we can take unexpected approaches to innovation to remain competitive and relevant.

The afternoon features two educational sessions, providing insight into what to expect in the years to come. The Political Landscape and the 2024 Election will be presented by **AB STODDARD**, associate



AB Stoddard



Recreational activities include golf and tennis tournaments, and a Fun Run/Walk benefiting the Lift & Move USA program.





The 2023 Annual Conference will host a bevy of committee meetings.



Chris Mikolay



Mike Gillen



Billy Smith



Jason Baynard



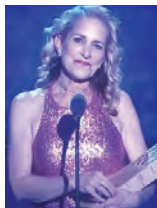
Scott Bragg

editor and columnist, RealClearPolitics. She offers a nonpartisan perspective of the political landscape of the day and our nation's upcoming elections. Stoddard has her finger on the pulse of Washington, DC, as she offers detailed and smart political and electoral analysis.

Representatives from National Interstate Insurance Company and NBIS will lead Key Questions & Considerations in 2023 – the Markets Respond. **CHRIS MIKOLAY**, senior vice president, **MIKE GILLEN**, product manager, National Interstate Insurance Company, **BILLY SMITH**, EVP risk management and claims, and **JASON BAYNARD**, vice president of underwriting, NBIS, will discuss why companies are seeing hard market price increases; how to prevent runaway verdicts and the long-term implications; excess umbrella coverage; and OCIPs. **SCOTT BRAGG** of Bragg Companies, and Insurance Committee Chair, will moderate the panel.



Scott Bloom



Susan Munsey

Wednesday's Link-Belt Breakfast: The Art of Building Powerful Connections That Grow Your Business will be led by author and comedian **SCOTT BLOOM**. Enjoy breakfast and coffee as Bloom's hilarious and insightful presentation emphasizes the importance of building heartfelt relationships with your customers, colleagues and co-workers.

Following breakfast, **SUSAN MUNSEY** LCSW,

founder and director of Programs GenerateHope, will present How You Can Generate Hope and Empower Victims of Human Trafficking. In this session, attendees will have an opportunity to give their time, attention and energy towards the growing issue of human trafficking in our communities.

Educate and entertain

All Eyes on the Economy invites industry powerhouses to discuss the emerging



Ken Simonson



Sara Feuling

economy post-Covid, the supply chain, automation and more. Speakers include **KEN SIMONSON**, chief economist/senior vice president Associated General Contractors (AGC), **SARA FEULING**, P.E., senior director, construction, Association of Equipment Manufacturers (AEM) and **BRUCE YOUNG**, CEO, Brundage Bone Concrete Pumping, and **BOB COSTELLO**, senior vice president and chief economist, American

Trucking Associations, will moderate.

Are you in the mood for some friendly competition? On Wednesday, members are invited to hit the links for the annual golf tournament and participate in one of the conference's most popular events. If tennis is more your style, The event begins with a warmup clinic followed by a round robin style tournament with the emphasis on fun for players of every skill-level.

Thursday morning's Trail King Breakfast: Rise & Resilience: A True Story will inspire attendees to reach past their doubts and fears. Speaker **CARA BROOKINS** didn't know



Cara Brookins

how to build a house. But when she and her four children went through desperate times, she used YouTube tutorials and learned on her own how to build one. Fueled by a strong will to rebuild their lives, Cara and her kids mixed the concrete,

raised the walls, even ran the plumbing and gas lines.

There will also be plenty of opportunity to sell and network, as the ever-popular Exhibit Center will host a bevy of member companies with booths. After a day of networking and talking shop, Thursday evening's Guitar Reception will feature SC&RA members providing live musical entertainment in an informal reception for all attendees.

Job of the Year presentations will be made on Thursday and Friday and the awards will be announced on Friday evening at the special Closing Night Dinner, followed by the After Party.

For more information or to register, visit scranet.org/ac2023.



Bruce Young



Bob Costello

Fete En Blanc

The Specialized Carriers & Rigging Foundation will be hosting its annual gala – a Magical Mystery Tour! Attendees are encouraged to wear something white as they celebrate at the Fete En Blanc (white party) Gala.

The event will feature a Video-DJ, strolling musicians, acrobats and mystery entertainment acts following the buffet style meal. This casual event benefits the Foundation.



REACH FOR WHAT'S NEXT.



On March 14, 2023, we come together to experience the future of Tadano's North American crane family.

At CONEXPO 2023, your customer journey becomes part of our collective future when we share in the launch of one of the latest additions to Tadano North America's solutions-focused crane fleet.

Visit newcrane.tadanoamericas.com to find out more.



ACT EXCLUSIVE

Jack Fendrick and the Kobelco Cranes team are over-the-top excited about their new line up of crawler cranes. **D. Ann Shiffler** reports exclusively for **ACT**.

Since early 2021, Kobelco Cranes USA has dealt with a lot of unknowns, navigating a massive repower project of its CK crane line distributed in North America. It's been a difficult journey, according to Kobelco Chief Operating Officer and Vice President Jack Fendrick. But he and his team are excited to launch an entirely repowered line of crawler cranes. *American Cranes & Transport* has learned exclusively that Kobelco will launch seven new cranes, from 80 to 275 tons capacity. Three of those cranes will be shown next month at ConExpo in Las Vegas.

On these cranes, the Isuzu engine system is new, the cab is new and the paint color scheme is new, but the cranes are the same in that Kobelco didn't fix anything that wasn't broken. All the things that make the Kobelco crawler line so revered by its owners and users, they are all intact.

What exactly happened that forced Kobelco to scrap its old engine maker and find a new one? Back in April of 2021, I asked Fendrick that exact question, and as always, he was a straight shooter about the situation and how the company got in this difficult predicament.

"Hino was having difficulty meeting the EPA's 2021 certification requirements. They made the decision in January 2021

that they were not going to attempt to reach certification. And they couldn't guarantee a schedule for 2022," he said in an article in the June 2021 issue of *ACT*. "This was alarming, as you can imagine. We went through a very lengthy vetting process, and in March 2021 we signed contracts with Isuzu to produce engines for our cranes."

Repower project

For a time, due to the market drop because of the Covid-19 pandemic, Kobelco had a supply of EPA-certified engines it used to produce several of its crawler crane models. But when those were sold, customers had to wait for the day the repower project was completed. That day has come, and Fendrick and his team can hardly wait until March 14th when ConExpo gates are opened.

Fendrick grew up in the construction equipment industry, and he is a committed and respected crane industry professional. He has forged deep and long-lasting relationships in the crane world, and he is one of my most trusted sources.

What Kobelco Cranes USA has been through was a bitter pill to swallow. But over the past two years, Fendrick has remained optimistic and fully engaged in assuring the Kobelco crane product line will emerge better than ever. I reached out to Fendrick in late 2022 to check in and see how the new crane launch was progressing.

On January 5, 2023, I drove to Houston and saw one of the new cranes and talked to the Kobelco Cranes team. (Don't miss our Site Visit Kobelco on page 32.)

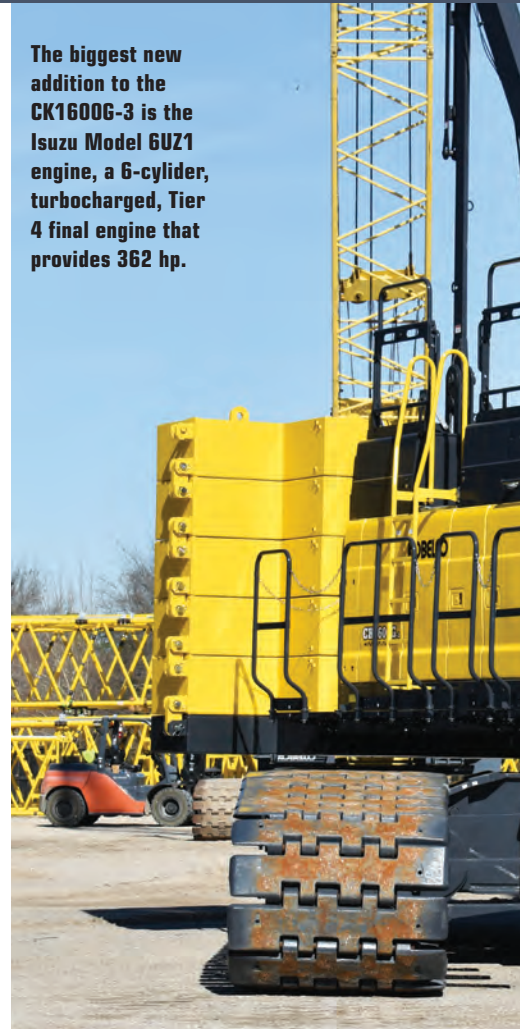


“The ‘big reveal’ will be at Con-Expo in Las Vegas in March.”

JACK FENDRICK,
Vice President and
Chief Operating Officer,
Kobelco Construction
Machinery USA

The big

The biggest new addition to the CK1600G-3 is the Isuzu Model 6UZ1 engine, a 6-cylinder, turbocharged, Tier 4 final engine that provides 362 hp.



While there's a lot of good things to say about Kobelco Cranes and its team, a simple three-word sentence comes to mind: Kobelco is back. I think you will enjoy reading Fendrick's answers to our questions. As ever, he is honest, to the point and a very happy guy.

BRING US UP TO DATE ON KOBELCO CRANES. WHAT HAPPENED AND WHERE ARE YOU WITH THE REPOWER?

Our engine vendor notified us in 2021 that they were having challenges meeting the EPA's 2021 Engine Certification requirements. We (Kobelco) decided to reengineer our crawler crane line up from the 85 to 275-ton range to utilize an Isuzu engine. I can assure you that this was no

reveal



small feat, and I am proud to say that as of ConExpo 2023 we will return with a full line up crawler cranes.

WHAT WILL WE SEE AT CONEXPO?

At ConExpo we will be displaying the CK 1600G-3, CK 2000G-3 and CK 2750G-3.

WHAT WILL DISTINGUISH THESE CRANES FROM OTHER CRAWLER PRODUCT LINES?

Kobelco specializes in crawler cranes, and we have been a leader in this market for several years. In these cranes you will see the same dedication to design, transport, charts, after market service, parts support, price, lack of bureaucracy and the like. Basically, our brand has been built on being the best value package in the

Kobelco's crawler line up

Kobelco's repowered line of crawler cranes include:

- CK 800G-3 (80 ton)
- CK 850G-3 (85 ton)
- CK 1100G-3 (110 ton)
- CK 1200G-3 (120 ton)
- CK 1600G-3 (160 ton)
- CK 2000G-3 (200 ton)
- CK 2750G-3 (275 ton)
- CK 3300G-2 (330 ton) *

The CK 3300 was not affected by the engine change and remains using Scania power.

industry, and these new models continue that legacy.

WHAT DOES THE LAUNCH/ROLL OUT LOOK LIKE IN TERMS OF WHEN CRANES WILL BE READY TO ORDER AND DELIVER?

The past two years has been difficult on our customers and our dealers. We recognized the sacrifices they were making due to our inability to replenish their fleets.

In August of 2022, once we confirmed our production schedule was "real," we opened the order board, so that our dealers and customers would have time to plan. I am humbled and grateful to report that we are sold out for 2023 and that our dealers and customers will start receiving product in April 2023.

HAVE THERE BEEN PARTICULAR CHALLENGES IN TERMS OF SOURCING PARTS AND SUPPLY CHAIN ISSUES?

The short answer is yes, and I am sure that all of my competitors have experienced the same pain. The side effects of the global shutdowns of 2020 are still being felt but are getting better every quarter. One of the more tenacious issues is related to global sea freight capacity, but we feel confident that this will continue to improve as we get into second and third quarters of 2023.

LET'S TALK ABOUT THE CK1600G-3 IN PARTICULAR, WHICH I WAS ABLE TO SEE IN HOUSTON IN EARLY JANUARY.

The biggest new addition to the CK1600G-3 is the Isuzu Model 6UZ1 engine. It is a 6-cylinder, turbocharged, Tier 4 final engine that provides 362 horsepower. The CK1600G-3 maintains a maximum lift capacity of 160 tons at 15-feet radius and has a very favorable load-chart when sizing up to its competitors.

The CK1600G-3 maintains a maximum boom length of 250 feet, and a maximum boom plus fixed jib capability of 200 feet plus 100 feet. It's easy to assemble and field-proven. A luffing jib is also available with a maximum reach combination of 157 feet plus 175 feet. All of the boom and jib components are interchangeable with the previous model.

WHAT ARE THE NEW DESIGN ASPECTS?

As I said, the major change is the Isuzu engine, known for its reliability, fuel efficiency and quiet operation. The ability to clear engine error codes is now available to the operator without hooking

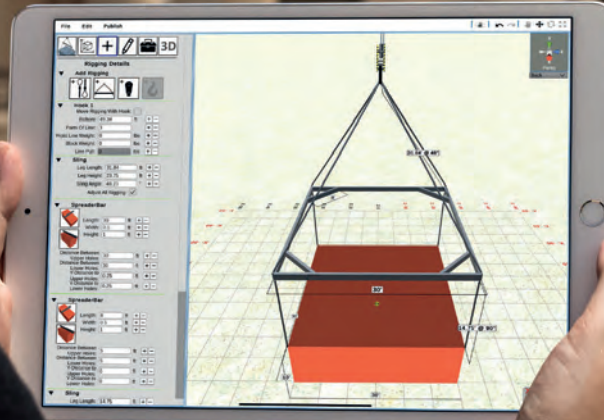
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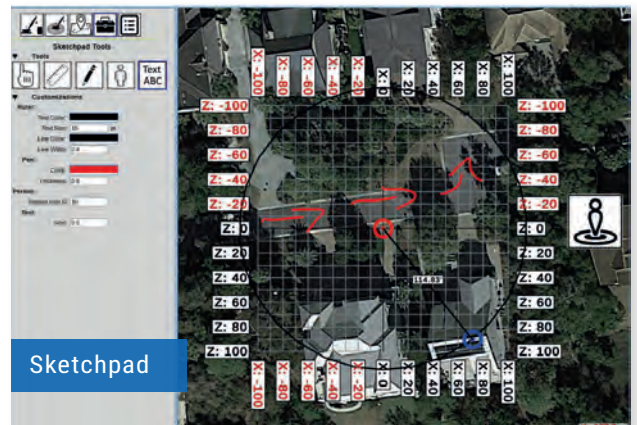
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into an external engine diagnostic tool.

One way that Kobelco differentiates itself from some of the competition is that we service and support the engine ourselves. There are no third-party engine distributors in between us and the relationship with our dealers and customers on engine support.

The operator's cab has also changed, offering improved visibility. The cab also incorporates new features such as blue tooth and USB compatibility.

The G-3 model paint scheme has also changed, presenting updated styling and new product recognition.

We have maintained all the previous hydraulic system and crane travel system features and components that have made Kobelco known for being an operator-friendly and a reliable crane in this market over the past 30 years.

We have also maintained all the previous value-added standard features as before, such as a large color touch screen LMI with added adjustability, swing limiter, self-erection capability, KCROSS telematics and fuel-saving G-Modes. Boom and jib commonality with the previous model has also been maintained.

WHERE DO YOU EXPECT THIS CRANE TO LAND IN TERMS OF JOBS?

Like its predecessor, the CK1600G-2, the CK1600G-3 will be an operator-friendly, all-around versatile crane, very well suited for a variety of applications, such as bridge-building, pile driving, steel erection, foundation work and general construction. Our customers have a field-proven history with their older CK1600s. The CK1600G-3 is expected to do the same.

WHAT IS KOBELCO'S PROCESS FOR TESTING A CRANE ONCE IT GETS TO THE UNITED STATES?

All of our cranes go through months of rigorous testing in Japan. When we receive the first unit in the United States, the testing is over. We bring the units to our facility in Texas for training.

Our U.S.-based team spends several weeks going over the units, checking service procedures, access points and mastering any new LMI/computer additions. We are responsible to help our customers maximize up time. That means we are dedicated to providing solutions and expertise that assist field

mechanics in their efforts to make repairs quickly and accurately.

HAVE YOU SHOWN THIS CRANE OR ANY OF THE NEW CRANES TO DISTRIBUTORS OR END USERS?

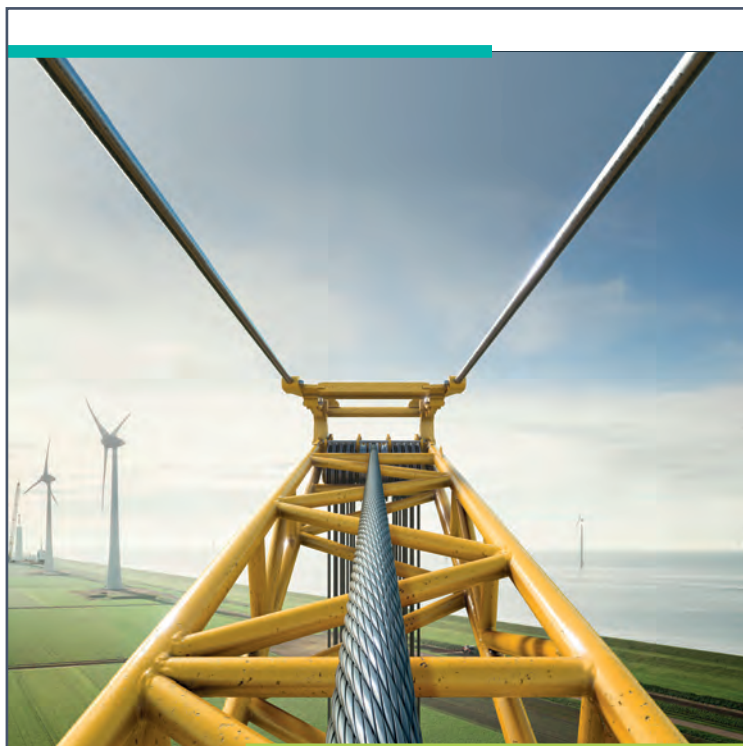
The "big reveal" will be at ConExpo in Las Vegas in March.

WHAT IS THE VIBE YOU ARE HEARING ABOUT CONEXPO?

Word on the street is that it will be huge, and we are very excited. The ability for Kobelco to leave ConExpo 2020 under the cloud of Covid and then engage in a massive repower plan and be able to launch a new line up of seven models just three years later at ConExpo 2023 is a testament to our dedication to our customers and dealer network. Everyone at Kobelco is excited about this ConExpo and we can't wait to see all our friends.

WHAT ARE YOU MOST EXCITED ABOUT?

This will be my 10th ConExpo, and I am most excited for our extended Kobelco family to see what we have been working on, and I feel confident they will be proud. ■



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Mobile and crawler cranes



Take a closer look at how permitting fits into the successful implementation of a heavy haul project.

Whether a specialized transportation job is 20 miles or 2,000 miles, strategic planning is a key part of a successful heavy haul job.

Planning ahead

To the untrained eye, a heavy haul job may appear as simple as a trip from Point A to Point B. One dot on the map to another. But whether it's circled, pinned or marked with a star, arriving at your final destination is anything but black and white. Whether a specialized transportation job is 20 miles or 2,000 miles, strategic planning is a key part of every successful heavy haul job.

"With Global Positioning System (GPS) mapping systems available on every smartphone, the art of trip planning appears to be fading," said Rick Malchow, transportation management editor, J. J. Keller & Associates. "While a solid trip plan is a best practice for any driver, it is a critical skill for a heavy haul movement."

Beyond dealing with the intricacies of the rigging and transport of oversized, overweight cargo, route planning and permitting tasks are essential. Just as you wouldn't set out on a hike without a map of the trail or try to build a dresser from IKEA without directions, (however painstaking they may be), a heavy haul driver also won't get behind the wheel without intense planning and a team effort.

"The driver needs to know the states' travel size and weight limits, overhead clearances, route restrictions, time of day restrictions, highway and bridge weight limits and more," added Malchow. "A

heavy haul movement requires more time to plan and more time to execute than a 'standard' move. Special routing software or a good trucking atlas are critical tools."

Route review

Some of Oregon-based Omega Morgan's industrial services include specialized transportation, heavy lift and rigging and machinery moving. No stranger to the ins and outs of permitting, their process starts long before a project is even awarded.

"Our estimators review the project and develop a plan for execution that allows them to understand manpower and equipment requirements as well

as potential routing," said Erik Zander, chief operating officer, Omega Morgan. "Depending on the complexity of the project they work with, our engineering, permitting and field operations team rely on input. Upon award of a project, this same team assembles and together they formulate the plan and associated tasks that each internal functional unit will need to complete for a successful move. This is spearheaded by a project manager assigned to the project. For us this is where the major group think happens to take what our estimating team started and try to refine and add value."

It's safe to say there are plenty of moving parts when it comes to successful heavy haul planning, and communication is a critical component.

"We prefer to talk through any concerns and route preferences before obtaining permits," said Barry Harrison, president, Custom Permits. "The weight and size of a load must be considered at all points in the process. A fundamental part of permitting is to understand each weight and dimension. A misunderstanding could cost thousands of dollars in fines due to an improper permit."

At Miller Transfer, a specialty transportation carrier that operates across North America, the teams' local business development and operations managers work closely with the customer and their

“It's a new set of rules for every state line you hit and every city or county within that state. There are different requirements.”

ERIK ZANDER,
Chief Operating Officer, Omega Morgan

internal heavy haul group to ensure that the necessary information is gathered.

“We ask for drawings for all shipments included in a project to ensure that all dimensions and weights are accurate,” said David Cochran, vice president of business marketing and development, Miller Transfer. “We gather the origin and destination information and utilize our historical knowledge to review possible routes and challenges we have faced in the past. We then develop a schedule with the best trailer for the job based on availability and timing.”

Bumps in the road

But like any high-level transportation project, there are challenges along the way, and inconsistencies that must be accounted for, especially with differing regulations by city, province, local jurisdiction or state.

“It’s a new set of rules with every state line you hit and every city or county within that state,” said Zander. “There are different requirements for what information is on drawings or how the information is presented, there’s different requirements for trailer registrations, there’s different requirements for processing permits, there’s different requirements for route surveys. Some states/provinces take 30 to 60 days to process a permit while its neighboring state take 3 to 5 days. Routing is constantly changing.”

Another element to consider is that the planning process can either be handled in-house with the heavy haul company,

or through permitting companies. Each comes with its own pros and cons and serves as another important pre-trip decision to be made.

“For smaller companies that don’t want to have a full-time permit department it allows them to save on overhead and focus on the move,” said Zander. “Generally, these services have a good understanding of rules in all states and provinces so if you are new to an area, it can save you time and money from making a mistake.”

For more complex configurations, Zander said in-house permitting allows the Omega Morgan team to talk directly with the state and provide direct communications to both the project team and customer, in real time.

Cochran echoed this sentiment, and attributes Miller Transfer’s central permit

“ The weight and size of load must be considered at all points in the process. A fundamental part of permitting is to understand each weight and dimension. ”

BARRY HARRISON,
President, Custom Permits

team to a better turnaround time, and more control of the jobs they are tasked with performing.

“Having focused company representatives help to build trust and relationships with our customers, permit offices and our employees. This approach also puts our driver group at ease, knowing that we are doing it right.”

But as differing needs come into play across North America, third-party companies have narrowed down the necessities of permitting and a successful heavy haul.

“As a permit service provider our process for developing a plan for our customers varies based on the load type and complexity of the project,” said Becky Woods, vice president of operations, WCS Permits & Pilot Cars. “For more complex heavy haul superload moves, WCS has created a detailed list of internal protocols that every superload agent references when assisting in the planning of a complex heavy haul move.”

Vital knowledge

Woods added that the most common issue she encounters is when carriers say they were unaware that a local permit was required, and then their move is delayed due to that jurisdiction requiring additional insurance or bond requirements.

“Although possible challenges can arise at any time in the transportation industry, I firmly believe that a reliable, knowledgeable permit service provider can minimize unnecessary stress and potential delays,” she said.

J. J. Keller’s Malchow broke down the basic requirements of permitting into three critical obstacles to overcome, starting with determining whether a permit is required.

“The second is understanding how to obtain the permit. In many states, an account needs to be created to self-issue a permit online,” said Malchow. “Using a third-party provider to arrange the permit can simplify the task for many states. The third challenge is timing. Some permits may require a review by an engineering team. In addition, permit offices are not necessarily 24/7 operations – plan ahead. Beyond these challenges is determining the flagging, lighting, signing and escort requirements.”

At Omega Morgan, the permit process starts long before a heavy haul project is even awarded. It’s all about planning.





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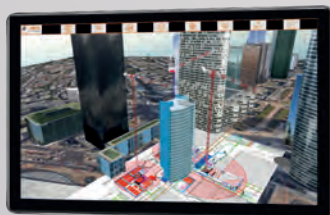
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Clocking in!

Hannah Sundermeyer

reports on the latest North American mini crane projects and breaking dealer news.

As electrical and utility industries continue to develop, and infrastructure projects increase, mini cranes are being used on more and more jobsites. These versatile machines are growing in popularity as they can be utilized in tighter urban spaces, where traditional cranes can't fit. And as skylines are climbing upwards, the demand for mini cranes is too. These small but mighty lifters are performing all sorts of jobs on jobsites throughout North America.

Airport upgrade

Inman Texas Company, a Houston-based crane dealer since 1979, has a Maeda MC305 mini crane on rent inside a newly renovated airport space that will be used to sort and handle baggage. The contractor is utilizing the compact MC305 to assemble and erect a system of conveyors and machinery that,

Inman Texas Company is utilizing a compact Maeda MC305 to assemble and erect a system of conveyors and machinery that when complete, will be a state-of-the-art, automated baggage handling and sorting system at George Bush Intercontinental Airport.

PHOTO: J. A. CARPENTER/INMAN TEXAS COMPANY





A Jekko SPX532 (left) was tasked with a material handling project at the Ahern Hotel in Las Vegas, NV. The hotel is owned by Don Ahern, of Ahern Rentals, which was acquired by United Rentals in December 2022.

Another Jekko SPX532 (right) owned by Alley Cat Crane Service, was at work on a construction site in Boston, MA. The minicrane, placed on the upper floor of the structure, made it easy to get materials for the work to the floor below.

PHOTOX: JEKKO CRANES LINKEDIN



Due to the tight confines of the airport job, a Maeda mini crane was an ideal solution.

when complete, will be a state-of-the-art automated baggage handling and sorting system at George Bush Intercontinental Airport. Due to the tight confines within the building workspace, a mini crane from Inman Texas was the solution for the contractor, who has used mini cranes on other airport projects around the world.

To access the workspace and bring in the materials and machinery, an opening was created on one side of the building just large enough to install deck platforms. A large mobile crane from ground level was used to hoist the MC305 and the materials up onto the platform, then dollied into position inside the structure.

Wheelin' and dealin'

The ALL Family of Companies is once again an authorized dealer for Maeda mini cranes. ALL is also adding 13 Maeda spider cranes to its own fleet.

ALL's exclusive territory for Maeda sales covers the states of Ohio, Indiana, Illinois and Wisconsin. ALL will sell and service Maeda's full line including spider cranes, crawlers and battery cranes. With a width as little as two-and-a-half-feet, many Maeda cranes can actually fit through standard doorways.

The construction industry is especially fond of these small cranes for their ability to be placed high up in a structure and assist with glazing and curtainwall installation. Josh Doyle, general manager of ALT Sales Corporation, the boom truck division of the ALL Family, expects construction to remain a popular market for Maeda via ALL, with other applications emerging.

"The advent of Maeda battery-powered cranes opens a whole new world of indoor crane operations due to the lack of exhaust emissions," said Doyle. "I expect those cranes to pick up work inside warehouses and for interior remodeling jobs in industrial and commercial settings."

Maeda models added to ALL's fleet include three MC285C spider cranes with a slim 30-inch body, 24-foot boom and 6,210-pound max capacity; seven MC305C models with a 41-foot boom and max capacity of 6,560 pounds; and three MC405C spider cranes with a 55-foot boom and a max capacity of 8,480-pounds. All units include multi-angle outrigger positions and rubber tracks.

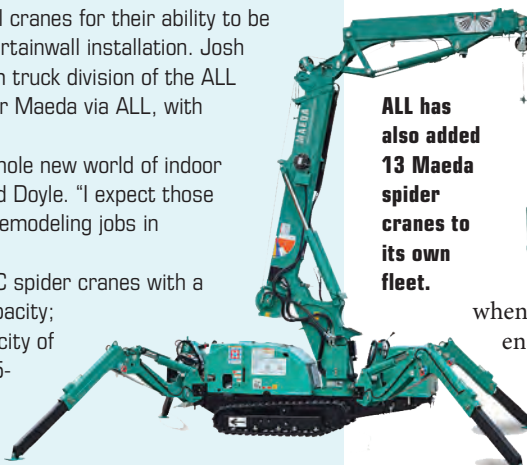
Mini and mighty

The low weight of the mini crane means it can travel and lift in

various jobsite areas without causing ground pressure and floor-loading issues, the company said. Inman Texas helps with data on ground pressure and outrigger loadings. The narrow 51-inch width of the crane

when in travel configuration enables the crane to access and set up in very confined areas and maneuver in close quarters. With a maximum capacity of

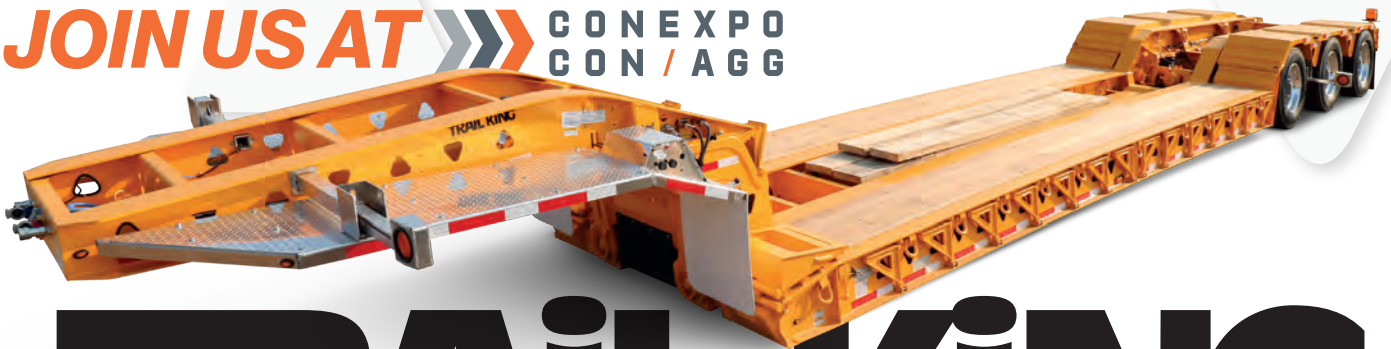
ALL has also added 13 Maeda spider cranes to its own fleet.



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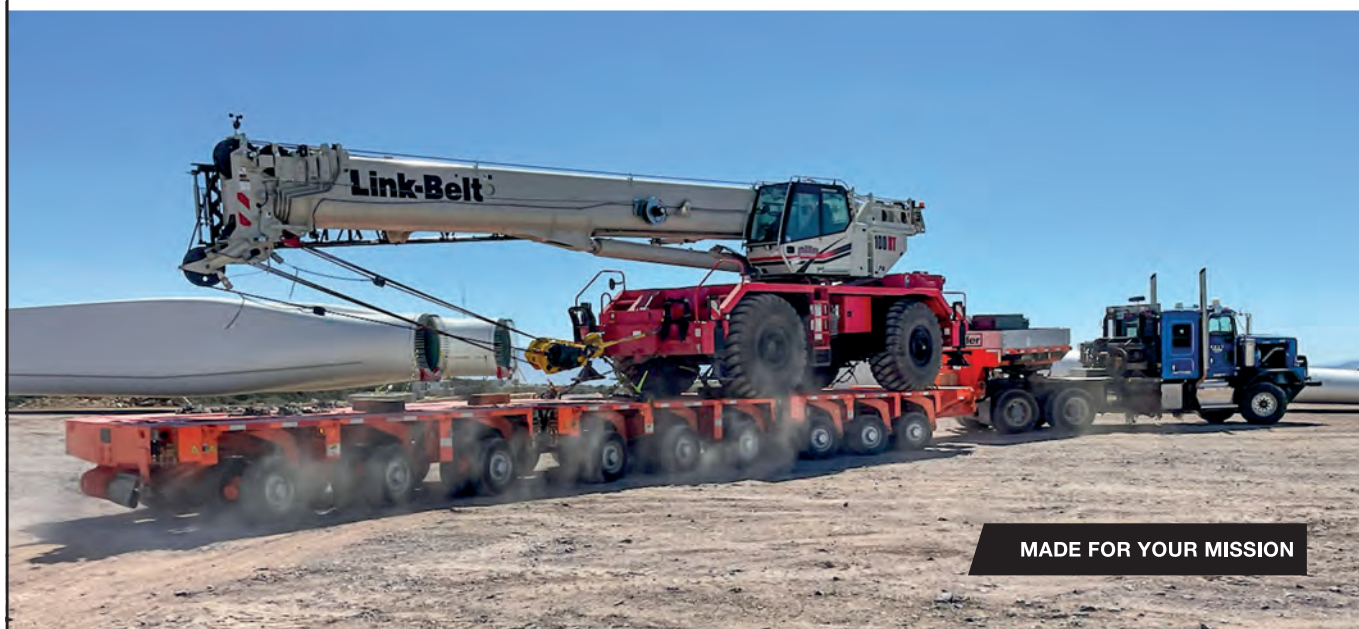
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The Valla 25 is used for the installation of a Brooklyn tower's curtain wall panels.

5,560 pounds, and a 41-foot boom, the MC305 can hoist structural steel beams, electric motors and other components of the airport conveyor system.

Once in position, the MC305 can deploy its outriggers and begin hoisting in a matter of minutes. Repositioning of the MC305 is done quickly and efficiently by retracting and stowing the hydraulic telescopic boom, raising the outriggers and traveling to the new set-up position. This saves time, and the installations proceed more quickly.

All in the details

Safety, always a concern of equipment rental companies and general contractors, is supported by the MC305's Moment Limiter and Outrigger Interlock safety systems, making lifting safe and efficient for the operator and crews. The MC305 ML system stops hoisting functions if the crane's capacities are exceeded. Equipped

JekkoUSA adds Empire Crane to growing distributor network

JekkoUSA has added Syracuse-based Empire Crane Company as a mini crane dealer for the northeastern United States, including New York, New Jersey, Connecticut, Rhode Island, Massachusetts, Vermont, New Hampshire and Maine.

Empire Crane will sell and support the full range of Jekko products, from telescopic-boom mini cranes to tracked knuckleboom cranes and mini-pick-and-carry cranes.

"Empire Crane owners Luke and Paul Loneragan have committed to making Jekko a success in their fleet, as they have with a host of other crane products," said Mike Faloney, operations manager, JekkoUSA. "We're proud to add their more than 20 years of crane expertise to the network of Jekko dealers in the U.S., and we look forward to a long, productive relationship."

Faloney added that the addition of Empire Crane comes at a time when mini crane usage and sales are showing signs of increased growth in the traditional sectors like glass handling and steel construction, as well as in the areas of tree care, airplane service and maintenance, utility operations and more.

Founded in 2002, Empire Crane specializes in sales and services of lifting products.



with the ML system, anti-2-block, emergency stop and integrated visual and audible alarms, Inman Texas' mini cranes are equipped with industry leading safety features.

The Inman Texas mini crane fleet

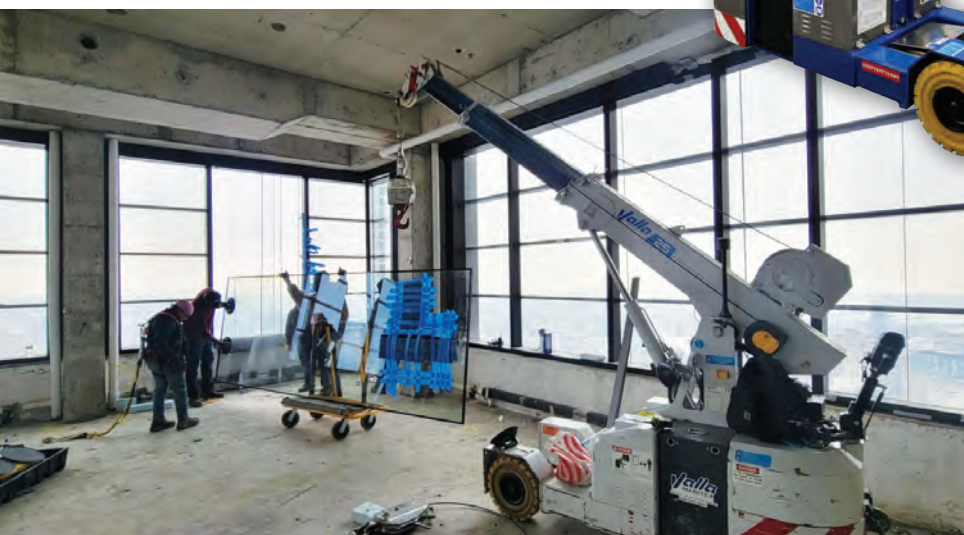
also includes longer boom and higher capacity mini cranes, as well as smaller models that are utilized on projects needing shorter booms and less capacity.

Performing in Brooklyn

Manitex International's Valla 25 sets a standard in mini crane design. One of these units is currently being used on the One Willoughby Square project, the first major ground-up office project to rise in downtown Brooklyn, NY since the area was rezoned in 2004. The office is 34 stories tall and 500,000 square feet.

The Valla 25 is being used by Metal Yapi, the company contracted for the manufacturing and installation of the building's curtain wall panels. With its power-assisted steering, the Valla 25 is able to navigate tight and crowded construction areas with ease.

Additionally, it comes equipped with a standard hydraulic winch that has a maximum capacity of 5,500 pounds, making it the go-to choice for the glazing industry, the company said.



With its exclusive features and capabilities, the Manitex International Valla 25 is playing a critical role in the construction of the tallest office tower in downtown Brooklyn.

Jack of all trades

Self-propelled mobile transporters, known as SPMTs, are pretty amazing machines. They have become the rigging tool of choice for so many North American companies, and their usage is expanding as rigging engineers see the endless possibilities of these machines.

“As independent units, one self-propelled transporter can replace up to four classic heavy-duty tractors,” said Goldhofer’s Eric Traub. “With their compact overall length, they have room to maneuver even in confined spaces. The drive enables them to overcome gradients of over 30 percent under full load.”

Endless options

SPMTs can be combined with conventional heavy-duty modules, loading decks and accessories making them compatible with almost any fleet.

“The main features of the SPMT are self-propulsion, an extremely long suspension stroke and an extreme steering angle,” said Traub. “They also have an extremely strong frame with respect to bending moment.”

Cometto’s Adrian Zingan said the SPMT can be summarized in these features: the self-loading principle, the 360 degree

The ubiquitous SPMT is one for the ages, a machine that continues to shape rigging, lifting and moving around the globe.

D. Ann Shiffler reports.

electronic steering and the capacity expandability.

Essentially, four companies produce SPMTs – Cometto (a Faymonville company), Enerpac, Goldhofer and TII Scheuerle. Other trailer manufacturers have produced versions of SPMTs through the years, including Trail King.

Looking back, the history of the self-propelled modular transporter, which has been moving the world in the truest sense of the word for 40 years, shows how reliably this approach of tradition and innovation is, according to Roland Fischer with TII Scheuerle.

“The invention of the hydraulically supported pendulum axle, which was invented by Willy Scheuerle in 1956, as

well as the development of electronic multidirectional steering for heavy-duty transporters in 1972, also by Willy Scheuerle, still form the basis for the development of today’s modern SPMT,” Fischer said. “Since 1983, TII Scheuerle has been manufacturing SPMTs (in container dimension of 2,430 mm) as well as other self-propelled platform trailer designs.”

He said the internal name SPMT originally comes from TII Scheuerle, and through the years has become a global synonym for self-propelled heavy-duty vehicles and a technological standard.

“We are proud to celebrate the 40th anniversary of the SPMT this year, which speaks for its strength, quality and the trust our customers have in our company and the product,” Fischer said.

Creative solutions

After several custom made self-propelled transport solutions, TII Scheuerle developed a solution that can be transported quickly, efficiently and easily to any location in the world – the SPMT in container width can be transported on flat rack containers.

“Our records state that one of the first big projects realized with a SPMT was in the tundra of Northwestern Alaska,” said Fischer.

Goldhofer has also made its mark with its SPMT products around the world.

“Goldhofer developed the first self-propelled section transporters and heavy-



The Salt Lake City Proctor Lane Bridge was installed with the help of the TII Scheuerle SPMT K24.



Berard Transportation moves an offshore structure using a TII Scheuerle SPMT system.



SPMTs have long been used in shipbuilding.

sold thousands of axle lines around the world. Cometto is currently producing its MSPE with 48 tons and 70 tons capacity per axle line.

Space agency tool

In its early years of producing SPMTs, Cometto made SPMTs for NASA to move the Space Shuttles through the various NASA sites. The company's early SPMTs also worked in nuclear power plants.

Initially, self-propelled heavy-duty modules were mainly used for transporting ultra-heavy loads such as drilling rig modules and gas exploration equipment.

"Thanks to direct loading, they achieve much greater traction and can manage gradients of over 30 percent under full load," said Goldhofer's Traub. "And in an open combination, they can be maneuvered by just one operator using one remote control or radio remote."

SPMTs allow for transporting ultra heavy loads and assemblies and reduce project time by reducing the mounting time of the whole assembly, said Zingan.

"The modularity is another difference as there is the possibility to couple the SPMT elements (modules and Power Pack Units) in different ways like Lego pieces by creating a convoy suitable for the

load to be transported," said Zingan. "In Cometto, even the mixing-up of different versions of SPMT and different power packs is possible. At the end, everything can be coupled and synchronized together in order to be operated by one driver with one remote control."

The important hydraulic suspension allows the SPMT to run in RO-RO operations, the loading and unloading of cargoes from a barge.

Another important point of the SPMT principle is the electronic steering. The maneuverability and flexibility are at their highest because of the high steering angle and different steering modes which changes only by pushing one button on the remote control. A convoy can pass through the narrowest curves.

SPMTs are being used in many areas of construction and infrastructure work. SPMT are popular for moving big bridge sections – or sometimes the whole bridge. Using SPMTs, bridge sections are transported and positioned in the right place in a short amount of time. SPMTs are a critical part of the ABC bridge construction process (Accelerated Bridge Construction).

"Self-propelled modular transporters are also a common tool for the ship building industry," said Zingan. "They transport big steel blocks and ship sections that are welded in hangars through different production processes and for the final assembly of the vessel."

Spectacular projects

SPMTs are used in almost all space agencies to transport fuselages or rockets to the launch station. Cometto, Scheuerle and Goldhofer SPMTs are being used at space agencies around the globe.

"We are always impressed by the spectacular projects our customers are able to realize with Scheuerle SPMT," said

“ We are proud to celebrate the 40th anniversary of the SPMT this year.”

ROLAND FISCHER, TII Scheuerle

duty modules back in the 1980s," said Traub. "Today, these vehicles are available in all variations with a range of power packs and electronic multiway steering."

Interestingly, the first Cometto SPMTs were built for the Japanese Nippon Express Company from 1978 to 1980.

"They were already equipped with an electronic system for multi-mode steering control and parallel lifting," said Cometto's Zingan. "These self-propelled units were used for the construction of the Al Jubail mega seawater desalination plant in Saudi Arabia. For the first time, the SPMT had been used to build a plant in mega blocks of 1,000/2,000/3,000 tons totally in Japan, transported to Saudi Arabia, and by means of SPMTs, unloaded from the RO-RO ship and accurate to the millimeter positioned directly in the system without the use of cranes. Some of these vehicles are still in operation."

From this first model, Cometto has continuously improved its SPMT, called the MSPE, Zingan said. The company has



Goldhofer PST/SL self-propelled heavy-duty modules with a long and heavy load.

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A Cometto SPMT system is used by Sarens to place a bridge section over a highway.



Fagioli uses a Cometto SPMT system to move an offshore module.

Fischer. “Be it historical cultural assets such as the David statue by Michelangelo in Italy, or the solar boat of Pharaoh Cheops (also known as Khufu) in Egypt. Celebrity luxury yachts or spacecraft parts for the aerospace industry are also common. Many of our customers also use SPMT as mobile supports for their lifting systems, which represents the best possible support during bridge construction.”

SPMTs have become mainstays in the heavy haul and rigging arena in North America.

“SPMT have numerous advantages,” said Fischer. “Flexibility in terms of route and configuration, unlimited payload, fast transport of the modules to any location and SPMT can replace the use of cranes.

Anyone who has Scheuerle SPMT in their fleet will inevitably grow, regardless of the size of the company.”

SPMTs are now at home in every modern rigging and transport company fleets.

“They are indispensable for operations in confined spaces and for precise positioning with heavy loads,” said Traub. “They have also become standard for transporting wind power plant components. Goldhofer has accordingly developed a PST/SL-E split combination for use in conjunction with the new FTV 850 blade carrier for transporting the longest and heaviest wind turbine blades of the latest generation to remote mountainous regions.

Constant innovation

The offshore wind industry is also using SPMT solutions.

“The self-propelled technology can provide an overall capacity, a supporting platform and a precision of movement that are not possible by the mean of cranes,” said Zingan.

Constant innovation is a hallmark of the SPMT OEMs.

“For the Cometto brand, the range is up to 70 tons per axle line, being the strongest one on the market,” he said. “These are the traction control, tubeless tires, the metallization of the steel structures and a Remote Diagnostic System.”

In recent years, TII Scheuerle has made numerous additions to the conventional SPMT. The latest development is the SPMT with in-house telematics solution Scheuerle Connect, which was presented at Bauma in Munich in October 2022.

Another newcomer in the TII Scheuerle SPMT family is the SPMT PowerHoss, which is immediately ready for use thanks to the integrated PPU, and only requires a short training session to operate safely.

Since 2021, the SPMT PowerHoss has also been available as a 6-axle version.

Goldhofer self-propelled transporters benefit from constant modifications and adaptations to changing market requirements, Traub said.

“The latest Goldhofer PSTs have a significantly higher tractive force,” he said. “This allows the number of driven axles and thus the capital outlay to be reduced. Furthermore, the frame has been optimized with respect to bending moment and weight.”

With the ADDRIVE generation, Goldhofer offers efficiency for every vehicle fleet, Traub said.

“ADDRIVE is an intelligent solution that combines the advantage of a towed module with those of a self-propelled modular transporter and in doing so meets the highest specifications in terms of versatility as well as tractive force, speed, availability and economics,” he said. “The ADDRIVE can be easily integrated into a trailer and semi-trailer combination and can be combined with various loading decks and long-load turntables. It supports the combination at speeds of up to 31 mph.”

No limits

The advent of the SPMT has changed more than just the way loads are transported.

“The production concepts for the modular construction of industrial plants, conveyor systems or infrastructure projects were reinvented for the future,” said Fischer. “Significantly larger modules could now be manufactured because the individual SPMT modules can be coupled one behind the other or side by side, and can be controlled synchronously. Plant modules weighing 15,000 metric tons and more are common these days. The last world record, which was also achieved with Scheuerle SPMT, was 21,000 metric tons moved in one go.”

The Goldhofer ADDRIVE in operation with the ADDRIONIC feature.



A Goldhofer FTV 850 in operation with a SPMT haul a wind turbine blade.



Powered up

Its boom rising above the treetops at Kobelco's crane yard in northwest Houston, the new CK1600G-3 is no longer under wraps. **D. Ann Shiffler** reports exclusively for **ACT**.

On the January morning I showed up at the Kobelco crane yard in Houston, it was a stellar winter day. The new crane sitting front and center in the yard was the color of the sun, the yellow boom stark against the gorgeous blue Texas sky.

The Kobelco team was in a good mood, and rightly so. They have three new cranes to show off at ConExpo next month, and they are excited to launch seven new cranes with new Isuzu engines. (The CK 3300G-2, Kobelco's largest crane in the North American market, was not affected by the engine change and continues to utilize a Scania engine.)

The crane I went to see was the CK1600G-3, a 160-ton capacity unit with a maximum crane boom length of 250 feet. It has a maximum fixed jib combination of 200 feet plus 100 feet, and its maximum

lifting capacity with the luffing jib is 79,000 pounds. The maximum boom length is 157 feet when equipped with the maximum 175-foot luffing jib. This crane is destined for rental fleets across North America, and it's also a strong contractor crane, according to Kobelco's COO Jack Fendrick.

"The CK1600G-3 has a very favorable load-chart when sizing up to its competitors," said Fendrick. "Plus, all of the boom and jib components are interchangeable with the previous model."

Engine prowess

The biggest thing to talk about with this new crane is its power source, an Isuzu Model 6UZ1 engine. It is a 6-cylinder, turbocharged, Tier 4 final engine that provides 362 of horsepower.

Kobelco did its due diligence when deciding on the engine to use to power its new line-up of cranes. They wanted a proven engine maker that produces a reliable engine, and they also wanted to support the engine themselves. It's one of the ways that Kobelco has distinguished itself in the crawler crane market, and they

The Kobelco team showing off the new CK1600G-3 include William Hall, Tamara Hayes, Andy Galan, Tony Castillo, Jimmy Hodges and Greg Ballweg.



The biggest change in the crane is its power source, an Isuzu Model 6UZ1 engine. It is a 6-cylinder, turbocharged, Tier 4 final engine that provides 362 of horsepower.

didn't want to change that. Engine support for some cranes means working with the engine supplier or third-party when there is a problem or issue, not the crane company.

"There are no third-party engine distributors in between us and the relationship with our dealers and customers on engine support," Fendrick said.

Kobelco stocks all the engines used in its cranes, which shows its commitment to its product line, Fendrick said.

At first glance, the biggest change in the look of the crane is the new cab, which is sleek, modern

All the boom and jib components are interchangeable with the previous model, the Kobelco CK1600G-2.





The new crane features a new cab design and modernized color scheme.

and provides improved visibility, according to Kobelco's Greg Ballweg. The redesigned cab features a USB port, a radio and Bluetooth speakers.

"The cab offers a new look, and the paint scheme is a little different," said Ballweg. "There are some elements that are painted dark gray, a new look. The gantry/mast section is dark gray and the Kobelco decals are black."

Kobelco friendly

But the things that operators and owners like about Kobelco crawler cranes, haven't changed. The new crane has the same hydraulic systems as before and the operator-friendly control system is the same as its predecessor, the CK1600G-2. The new model still has the large color touch screen LMI with added adjustability, swing limiter, self-erection capability, KCROSS telematics and fuel-saving "G-Modes."

The G-modes are a standard exclusive energy and fuel saving system with up to 30 percent fuel savings, Ballweg explained. The G-Mode eliminates needless operations and engine functions allowing for reduced fuel consumption by using

three basic modes that are all operator selectable. The G-Mode features an auto idling stop mode (AIS), which conserves fuel by stopping the engine with an operator prompt, after 10 seconds of idling time. Restarting the engine is simply by just twisting the throttle.

The G-Winch mode can produce maximum winch line speed at a low engine RPM. The high speed mode allows the line to be raised or lowered at maximum line speed without raising engine speed with lifting without a load, according to the crane's spec sheets.

The G-Engine mode limits maximum engine speed to approximately 1,500 RPM and controls the pumps to make engine operation in the most efficient condition, according to the crane's spec sheets.

And finally, another attribute of the Isuzu engine is the SCR System, which is used to reduce emissions of nitrogen oxide from the engine. This means that the exhaust gas from the diesel engine is cleaner, conforming with current EPA Tier 4 Final regulations.

Transportability was another important design of this crane, which can be moved on eight trailers. The base crane weighs 84,245 pounds. It is 53 feet long and 9 feet 10 inches wide.

Look out Las Vegas

The goal for Kobelco Cranes at ConExpo is straight forward and simple, "to regain market leadership." Kobelco will show three new cranes at ConExpo, the CK1600G-3, the CK2000G-3 and the CK2750G-3.

Capacities are 160-tons for the CK1600G-3, 200 tons for the CK2000G-3 and 275 tons for the CK2750G-3.

According to Kobelco's Greg Ballweg, the company's goals for ConExpo are to explain the transition to the Isuzu engine, reintroduce the 200-ton crane into the product line, continue discussing the benefits of the G-Series design concept, maintain component and attachment commonality and show off the new cab design and benefits.

The new color scheme will also differentiate the cranes in the market.

Among the major differences in the new Isuzu engine versus the Hino engine are no Diesel Particulate Filter. The Isuzu engine uses the SCR system. Error code resets are performed by the operator without using a software tool. The operator can reboot by engine start/stop at two-minute intervals. As well, the Isuzu engine offers a new engine breather design, which resists freezing and clogging.

And most importantly, Ballweg said, Kobelco is the warrantor and servicer of the engines.

For related information, see our Q&A Interview with Kobelco Chief Operating Office Jack Fendrick on page 16. Also see our ConExpo What's New Review on page 36.

Kobelco will show three new cranes at ConExpo, the CK1600G-3, the CK2000G-3 and the CK2750G-3.



The Kobelco CK1600G-3 has a capacity to lift 160 tons and a maximum crane boom length of 250 feet.

What's new



The 160-ton Kobelco CK1600G-3 features a new engine, cab and paint color scheme.

EXCLUSIVE

KOBELCO CRANES

Kobelco will launch a full line up of cranes with new Isuzu engines and will show three cranes in Las Vegas: the CK1600G-3, CK2000G-3 and the CK 2750G-3.

The CK1600G-3, which *ACT* saw exclusively in Houston in January, features the Isuzu Model 6UZ1 engine. It is a 6-cylinder, turbocharged, Tier 4 final engine that provides 362 horsepower. The CK1600G-3 maintains a maximum lift capacity of 160 tons at 15-feet radius and has a favorable load-chart when sizing up to its competitors.

The CK1600G-3 maintains a maximum boom length of 250 feet, and a maximum boom plus fixed jib capability of 200 feet plus 100 feet. A luffing jib is also available with a maximum reach combination of 157 feet plus 175 feet. All of the boom and jib components are interchangeable with the previous model.



Twenty new products and services that will make their debut in Las Vegas.



Less than six months from the Bauma tradeshow in Germany, and we are covering ConExpo 2023, North America's largest construction equipment tradeshow that will convene March 14-18 in Las Vegas, NV.

The construction sector is excited about

this show, especially since the 2020 show was such a disappointment. Due to the onset of the Covid-19 pandemic, the show was cut short and not well attended.

The Broderson ICe-80 is the company's first foray into electric cranes.



review

WHEN: March 14-18, 2023**WHERE:** Las Vegas Convention Center, 3150 Paradise Rd, Las Vegas, NV 89109**OPENING HOURS:**

9 a.m. to 5 p.m. Tuesday through Friday

9 a.m. to 3 p.m. Saturday

TRANSPORTATION OPTIONS:

Hotel Shuttle Service - Booking a room through the show hotel block gives access to free shuttle services. Shuttle service is available between the Las Vegas Convention Center, the Festival Grounds and official show hotels that are not within walking distance. Shuttles will operate during peak hours on official show days, March 14-18.

Monorail - The Las Vegas Monorail has several stops near the show. Purchase a discounted pass when you register.

Taxi, Uber or Lyft - There will be pick-up and drop-off locations at the show.

Parking - There is limited parking near the show, and it is suggested to take advantage of the hotel shuttle service, monorail, taxi or other rideshare services.

INFORMATIONwww.conexpoconagg.com

PHOTO: ROBERT DIMMITT PHOTOGRAPHY, © 2023



But here we are three years later, and we are told the vibe is positive and there's a lot of pent up demand among buyers to see new equipment, and in the case of the crane, rigging and specialized transportation sector, cranes, trailers, rigging gear and related services.

This show will be a wonderful showcase of new and improved products and services. *American Cranes & Transport* compiled the top 20 new products/brands noteworthy of mentioning in our preview.

Celebrating its 50th anniversary, **BRODERSON MANUFACTURING** is introducing three new cranes that are sure to impress. Broderson will unveil the IC-400-C, the RT-400-B and the ICe-80.

The IC400-C is a 25-ton industrial carry deck crane that has been re-engineered to improve maintenance and reduce operator

cost. The RT-400-B is a 25-ton rough terrain crane that has been completely redesigned from its predecessor, the IC400-B. And the ICe-80 is a game-

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EXCLUSIVE**LINK-BELT CRANES**

Link-Belt will roll out the all-new 300IAT, which features a 46 to 238-foot seven-section latching boom. Attachment options include a 42 to 71-foot two-piece hydraulic offset fly, a 9.5-foot heavy lift jib and two 25-foot lattice fly extensions providing a maximum tip height of 369 feet.

With 162,000 pounds of maximum counterweight, the 300IAT has 29,392 pounds of maximum winch line pull. It has a 384 foot per minute maximum line speed. The crane features a single engine platform utilizing a Cummins X15 diesel carrier engine that is EPA on-highway/CARB On-Road Compliant.

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The Altec AC65E-155S is the only machine in its class under 40 feet in length.

changer for the industry. This 9-ton, all-electric carry deck crane is Broderick's first foray into electric cranes and it represents a significant step forward in the company's commitment to sustainability. With zero emissions and improved energy efficiency, the ICe-80 is good for the environment and the bottom line.

The AC65E-155S is the latest addition to **ALTEC's** equipment lineup. The machine is a dual-rated solution and offers class-leading lifting capacity as well as industry-first personnel platform capabilities. The unit features 130,000 pounds of maximum lifting capacity with 155 feet of main boom length and can reach a platform working height of 215 feet when configured as an aerial device.

A two-stage hydraulic articulating jib brings boom truck operators features that are typically reserved for larger cranes. The machine also features a 12,500-pound hydraulically removable counterweight that increases load capacity



at high-radius picks and allows for an easy, one-man installation and removal from inside the cab. Swing-out-and-down style outriggers allow for the machine to be extremely rigid, aiding in operator confidence and providing a solid feel even when at the limits of the load chart.

TADANO will reveal its new product line-up at the beginning of ConExpo. American audiences will be impressed by the compact and powerful AC 4.070-2. With a main boom length of 164 feet, it can lift a good 8 tons at a radius of 32.8 feet, Tadano said. The AC 4.070-2 can

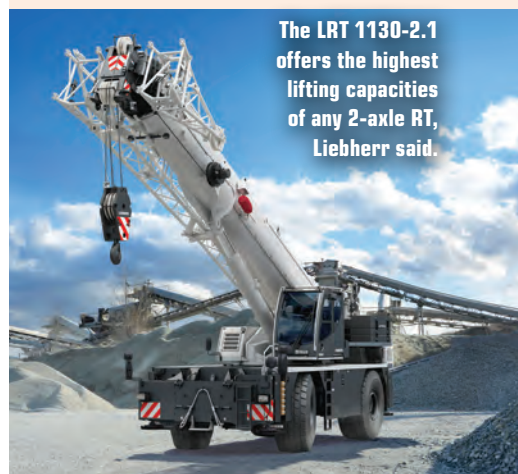
The Tadano AC 4.070-2 can transport its maximum counterweight of 13.1 tons by itself.



Liebherr

Liebherr will show its new 140-ton rough-terrain crane, the new LRT 1130-2.1, which offers the highest lifting capacities and the longest telescopic boom of any two-axle rough-terrain crane in the world, Liebherr said. Its telescopic boom is the longest in its class at 197 feet. It consists of the pivot section and six telescopic sections, and is extended and bolted fully automatically with the Liebherr TELEMATIK high-speed telescopic system.

A 35-foot single folding jib or a 35 to 62-foot double folding jib is available for the LRT 1130-2.1. With an additional 23-foot lattice section as a telescopic extension, the new crane reaches hook heights of up to 279 feet. The folding jib is carried on the right-hand side of the boom. At the same time, a 9-foot 6-inch assembly jib can be attached to the left-hand side of the boom.



The LRT 1130-2.1 offers the highest lifting capacities of any 2-axle RT, Liebherr said.

transport its maximum counterweight of 13.1 tons by itself while staying within an axle load limit of 13.2 tons, and it can still manage an impressive 4.6 tons when the axle load is reduced to 11 tons instead.

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This definitely makes the AC 4.070-2 an extremely versatile taxi crane. Technical highlights such as the intelligent IC-1 Plus crane control system, the optional IC-1 remote telematics solution, the Flex Base system that makes it possible to extend the crane's outriggers to any point within their range, an E-Pack prep package for zero-emission crane operation and the Tadano Surround View camera system make the Tadano AC 4.070-2 an impressive crane.

TEREX ROUGH TERRAIN CRANES will display its new TRT 40US. It expands the Terex RT product line, and follows the launch of the TRT 80US and the TRT 100US. Featuring the Terex Operating System (TEOS) that improves safety, usability, efficiency of navigation, operation and information flow, the TRT cranes also boast compact dimensions, proportional telescopic boom, full power, LED lights and come equipped for T-Link telematics, Terex said.

The TRT 40US is a 40-ton rough terrain crane with a synchronized, four-section boom that gives the operator the best lifting performance, regardless of the boom length. With a machine width of only 8.2 feet, the crane can be easily maneuvered on congested jobsites. Maneuverability is also enhanced by having four steering options. The TRT 40US is equipped with a Cummins 4-cylinder engine, bringing high power and optimized consumption, thanks also to the Eco Mode function. The TRT 40US is compatible with Cummins QSB4.5 Stage IIIA - Tier 3, and Cummins QSB4.5 Stage 5 - Tier 4F to meet regional needs.

The **ORMIG** 15iE crane is fully radio-controlled and compact in dimensions. The capacity of the crane is 15 tons, and the machine was conceived and designed to operate indoors and in confined spaces.

The crane's width is 1.84 meters and the

Terex T-Link telematics comes as standard on the TRT 40US.



Comansa's LCH300 tower crane.



height is 1.90 meters. The crane is easy to transport and without the counterweights weighs 13 tons.

The Ormig 15iE has four ground support points in order to ensure lateral stability. The Ormig 15iE, like the other Ormig cranes in the indoor range, also steers on itself thanks to an innovative rear axle system, specially designed to facilitate operation indoors and in particularly confined spaces.

COMANSA will show for the first time in North America the LCH300, its first hydraulic model, with a maximum load capacity of 16 metric tons and a reach of 60 meters. The LCH300/16-ton is available in various versions: embedded, supported on bases of 6 or 8 meters or movable. The crane can be assembled with 2.5 by 2.5 meter tower sections. Its modular

The Ormig 15iE is the smallest electric crane of the company's indoor range.

BRADEN

Altec's new telescopic swing seat crane, the AC65E-155S, was designed with top-of-class hydraulic planetary hoisting equipment, including a high-capacity BRADEN PD 15B planetary hoist with 2-speed piston motor and 15,000-pound rated line pull, which will be demonstrated at the Altec stand.

A winch drum rotation indicator, rotation resistant wire rope and winch control and boom telescope control at the load hook stow point are standard on the Altec AC65E. Independent control of swing, extend and down jack functions are enabled by four-position swing-out-and-down outriggers. Operator defined audible alarm set-points can be added for boom angle and length, as well as rotational position. It is available with a tray-style, 12,500-pound hydraulically removable counterweight; dual 15,000 pound 2-speed auxiliary winches from BRADEN and multiple configurations to suit a range of mounting options and travel considerations.

jib has a reach of 25 to 60 meters, with configurations every 5 meters. It has a minimum working radius of 4 meters and a minimum radius of 9 meters when out of service.

This new luffing jib crane from Comansa incorporates the award-winning CUBE Cab (L or XL) with Split type air conditioning. The cabin platform, like the lifting and hydraulic unit platforms, can be transported in a single piece.

JASO will show its derrick crane, the JASO J1920.DC. Jaso will also show the J780PA.60, a tailor made crane that was fully developed by the JASO engineering



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JASO will show its J1920.DC derrick crane.



Goldhofer's TZ-VL double drop trailer.

team. It features an optional fly job and the Smartlink 4.0 system. It also features the ECO Mode system for energy saving. The JASO J780PA.60 includes the latest technologies and a JL25 hoist to give operators easy access to the tower.

The company will also discuss its new tower crane models, the J235.12 Flat top and J390 low top. The company will also launch and present a North American JASO catalog that is specific to the U.S. and Canadian market.

TRAIL KING will be showing off a monster 170 hydraulic detachable trailer. Designed for multiple load configurations, this trailer is what heavy haul is all about, the company said.

GOLDFOHER's STZ-VL double drop semitrailers are designed for fast and easy front-end loading and, in spite of their low

deadweight, will reliably handle very high payloads. An additional pin-on flip axle brings greater flexibility and payload as well as the adaptability to operate across state lines with differences in heavy haul regulations.

NELSON MANUFACTURING COMPANY will unveil its all new BLXLT line of boom launch trailers. This new, completely reimagined boom launch trailer weighs in at a whopping 8,000 pounds less than standard BL models. This new design will allow for heavier booms to be launched on standard tri-axle and quad axle configurations. The BLXLT will eliminate the need for booster axles and front jeps in certain applications. The



Trail King's 170 hydraulic detachable trailer.

moveable rear saddle allows for greater adjustments in axle weight distribution to meet regional requirements.

A1A SOFTWARE will release a variety of stand-alone lift planning tools in the A1A Product Suite, and it will introduce a new version of iCraneTrax. The lift planning and asset management tools are designed to help people with different roles in the crane supplier's organization to be functional at various levels with as little or as much complexity as the role requires.

3D Lift Plan is the foundation of the company's new lift planning A1A Product Suite. The industry's best-known software for creating bids, critical lifts, rigging documentation, lift simulations and more, is made even more powerful with the addition of stand-alone tools that can be used by themselves or in combination with 3D Lift Plan. All information from A1A Product Suite apps create digital records that can be imported into the full version of 3D Lift Plan.

In addition, the newest version of iCraneTrax features improved

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American Armor mats are designed for easy rigging, allowing the user to lift a stack of four mats from the bottom mat's lugs.

BIGFOOT

Bigfoot will launch its new product line, "American Armor" steel crane mats. American Armor is JDS: Just Domestic Steel.

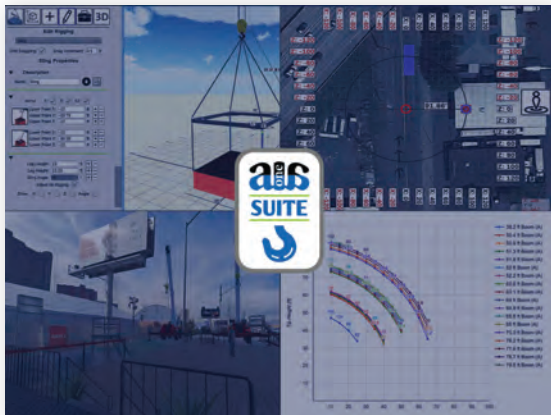
Made of high-grade American steel, engineer certified and built in standard or custom sizes, "American Armor" is designed to handle cranes from 200 to 500 tons.

Every "American Armor" steel crane mat comes with lifetime customer support, a 20-year warranty, a 20-year internal rust warranty and compliance letter confirmed and stamped by a registered professional engineer. Bigfoot's steel crane mats are engineered to meet and exceed AISC Load Resistance Factor Design. All welding is done by American Welding Society (AWS) certified welders and all welds meet the requirements of AWS D1.1 Structural Welding Code, an American National Standard. Steel identification tags are welded to the mats so there is no more guessing the weight, capacity or serial number.



admin interfaces, greater drag and drop functionality, better integration with accounting programs and more. iCraneTrax helps companies best utilize its human and equipment assets to maximize profits. Designed for owners of heavy equipment fleets in mind, with it crane rental companies can manage customer relationships, create sales forecasting, stay on top of dispatch, fleet allocation and maintenance and produce job reports.

3D Lift Plan is the foundation of the company's new lift planning A1A Product Suite.



CM LABS SIMULATIONS will announce new training solutions designed for the construction, infrastructure and utility markets. The new Training Packs address critical workforce and productivity issues.

Its physics-based Smart Training technology and advanced reporting insights from its Instructor Operation Station (IOS) will future-proof training programs and recruitment needs, the company said. These insights are possible due to the accuracy of CM Labs' exclusive Smart Training Technology embedded in its simulators. Comprised of proprietary and patented algorithms, Smart Training technology results in training based on real data and real machines, delivering the most transferable operator skills anywhere, outside the real equipment.

HOISTCAM by Netarus is a high-definition camera system designed specifically for construction/industrial applications where operators are working in the blind. The camera is mounted on a hoist, crane or piece of equipment

DICA pads

Complementing the DICA's product line of FiberMax crane pads will be the next generation of engineered crane pad. The new crane pad meets demand for durable, long-lasting support at a lower price.

Following the company's announcement in November of the acquisition of SlatTrax Ground Protection and Temporary Access Road products, DICA will introduce additional products in its ground protection and cribbing product lines.

In addition, DICA will debut its new Cross Lock outrigger pad system, which is designed for the challenges concrete pump operators face daily. The small outrigger floats on concrete pumpers create highly concentrated pressures that can easily lead to accidents. The new system utilizes a multi-pad set up and is engineered to structurally distribute the high-pressure loads over a much larger area.

and allows operators to see a live real time feed of the load and surrounding area from the cab that they would not normally see.

>45

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**Hoistcam
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The newest features of HoistCam is its high-definition (HD) capability. HoistCam said the camera can do what no other purpose-built operator aid camera can do in the industry: transmit a high-resolution video in 1080P with HDMI output, point-to-point in near real-time, encrypted, frequency hopping signal for deployment anywhere in the world. The camera system also includes advanced features such

as low light/night vision, and pan, tilt and zoom capabilities on selected models.



RAYCOWYLIE will be unveiling its new product line, the i5000, which allows advanced integration and superior

RaycoWylie's new platform is available with remote connectivity compatible with laptops, tablets and cell phones.

WIKA provides consoles, controls and sensors for lifting applications.

WIKI MOBILE CONTROL

WIKI Mobile Control will introduce the new CTL-S700 series of safety controllers. These controllers offer many interfaces and I/Os for safety-relevant machine control tasks and can be used in safety-critical applications.

Available in four different configurations, the CTL-S700 series offers up to 64 inputs and 56 outputs providing versatility for a variety of applications. These controllers feature CODESYS 3.5 SIL 2 programming and a data logger that collects all relevant operating data. Multiple CANopen safety and Ethernet interfaces are also available.

Controllers from the CTL-S700 series are equipped with a 300 MHz Aurix TC299TX processor, up to 64 MB flash, 2.7 MB SRAM and 32 kB FRAM. With an IP66/67 protection rating, a robust cast aluminum housing and high shock and vibration resistance, these controllers are designed for use in harsh environments making them a perfect fit for mobile cranes and other equipment.



quality, RaycoWylie said. This system makes single-function interfaces a thing of the past. The new application allows monitoring and controlling a complete array of options such as camera views, engine data, greasing systems, radars, wireless and CANbus sensors and TPMS. Their technology platform is designed around a high-performance control unit that allows the use of multiple-sized, high intensity touch screen displays. ■

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A maritime relic

Decommissioning nuclear equipment requires specialized expertise and practical know-how, especially on an old nuclear-powered merchant ship.

Edwards Moving & Rigging (EMR) was contracted by Energy Solutions to perform the lifting and transport of a reactor pressure vessel from the *N.S. Savannah*.

An historic vessel, the *N.S. Savannah* was the first nuclear powered merchant ship ever built. It was built in the late 1950s to demonstrate the potential of nuclear energy. The reactor pressure vessel was removed as a part of a project to decommission the nuclear components on the ship. The huge reactor pressure vessel weighed 486,000 pounds and was classified as a Class 7 hazardous load.

Edwards Moving and Rigging's first scope of work was to lift the reactor pressure vessel from the ship and place it into a customized shipping container. Prior to mobilizing its equipment to the Port of Baltimore, MD, the Edwards team set the container on a barge owned by Steven's Towing in Charleston, S.C. After Stevens mobilized to the site and put the barge into position, the Edwards team worked with Crofton Industries and their large Sampson barge crane to lift the

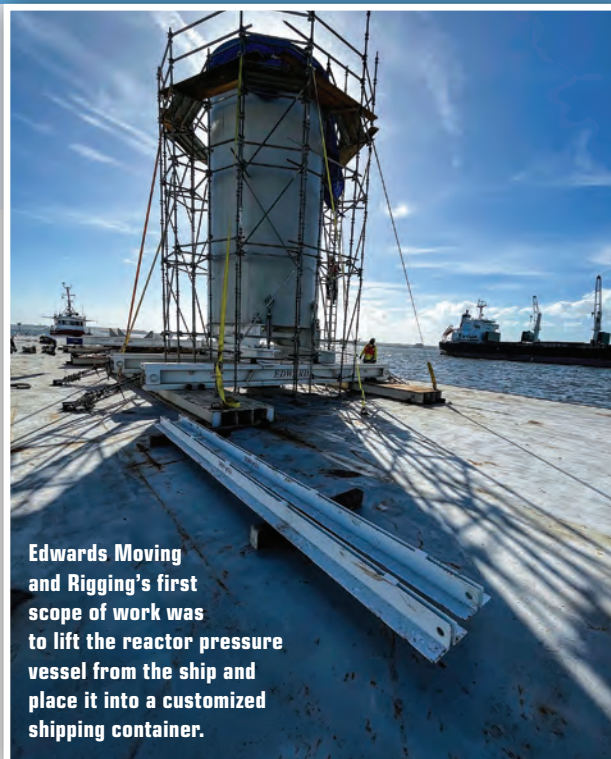
reactor out of the ship and place it into the custom container.

Once the reactor was safely loaded into the shipping container and sealed, the container was lowered from its vertical orientation to horizontal via a down-ending device designed by the Edwards engineering team. The barge then traveled to Pier 11, where the reactor was lifted off the barge by Crofton Industries' barge crane and placed on an EMR 12-line Goldhofer PST.

Rigging gear

The Edwards team then transported the load over the road 0.7 miles and under their 550-ton capacity Lift System gantry. The gantry was utilized to lift the reactor onto a railcar supplied by Energy Solutions where it was secured by the Edwards Moving and Rigging team and continued its journey to its final resting spot.

Edwards provided all equipment and



Edwards Moving and Rigging's first scope of work was to lift the reactor pressure vessel from the ship and place it into a customized shipping container.



The huge reactor pressure vessel weighed 486,000 pounds and was classified as a Class 7 hazardous load.





PHOTO: USDOT NATIONAL MARITIME ADMINISTRATION

The barge then traveled to Pier 11, where the reactor was lifted off the barge by Crofton Industries' Sampson barge crane and placed on an EMR 12-line Goldhofer PST.

About the *N.S. Savannah*

Christened in 1959 by then-First Lady Mamie Eisenhower, the *N.S. Savannah* was the world's first nuclear powered merchant ship. The ship was at sea by early 1962, its maiden voyage to Savannah, GA.

According to the U.S. Department of Transportation Administration, the *N.S. Savannah* is a registered National Historic Landmark. It was commissioned in 1959 promote the peaceful use of nuclear energy as part of the Atoms for Peace Program. After the ship completed its mission, it was removed from service and the reactor was defueled. Today, all that remains of the nuclear power plant aboard the ship are its systems, structures and components.

The U.S. Department of Transportation, through the Maritime Administration (MARAD), continues to hold a license issued by the U.S. Nuclear Regulatory Commission (NRC) to possess and dismantle a non-operational nuclear reactor and power plant aboard the *N.S. Savannah*. As the agency implements the decommissioning, the facility will remain under the NRC regulatory regimen to maintain a healthy and safe environment for workers and the community. Eventually, MARAD will decommission the NSS nuclear facility by removing remaining systems, structures, and components to allow for NRC's termination of MARAD's license without restrictions.

Once fully decommissioned, MARAD will determine the future of the *N.S. Savannah* vessel.



personnel for the execution of the project, with the exception of the barge and the crane. EMR also provided all engineering procedures such as lift plans, equipment layout, rigging and transport sketches and tiedown designs.

The product was under the oversight of EMR Project Manager Todd Jones.

"It was great to be a part of history, as the first nuclear merchant ship was decommissioned," he said. "We were very concerned about the weather during the time of year scheduled for this job, but everything came together well. In front of a large crowd of dignitaries, the Edwards team, and our subcontractors, executed the plan for this project flawlessly."

Although completed relatively late in the year, it was completed efficiently and without any incidents, he said. ■



The Edwards team then transported the load over the road a little less than a mile under their 550-ton capacity Lift System gantry. The gantry was utilized to lift the reactor onto a railcar supplied by Energy Solutions.



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Working on a barge, the 110-ton capacity Liebherr HS 8100.1 dredged the waterway using a clamshell. More than 50,000 cubic yards of sand and silt were loaded onto a dump barge and hauled away.

A Liebherr HS 8100.1 duty cycle crawler crane digs deep on the Florida coast.

Brance Diversified purchased both the dredging and lighting packages to equip their crawler crane so that it could work from dawn to dusk.



Dredge report

Brance Diversified, a dredge and marine construction company, utilized their new Liebherr HS 8100.1 for a clamshell operation on St. John's River in Jacksonville, FL.

Brance Diversified, a dredge and marine construction company, actively works on projects preserving Florida's waterways and wetlands. The company recently relied on a Liebherr's crawler crane to efficiently work on one of these large-scale operations.

The company utilized its new 110-ton capacity Liebherr HS 8100.1 duty cycle crawler crane for the marine operation. This crawler crane was specifically designed for this type of work.

For more than two months, Brance Diversified used the crane, working from a barge, to dredge 50,000 cubic yards of sand and silt. The company chose to use this particular crane to complete the job due to its reliability, excellent clamshell barge charts and efficient production.

"We chose the HS 8100.1 because of its powerful 523 hp engine, 61,800 pounds of line pull winches, low noise emission and low fuel consumption" said Brance Diversified's President Lance Young.

The hydraulic crawler crane has a Liebherr diesel engine which complies with Tier 4 Final regulations supporting Brance Diversified's mission of being an environmentally safe company.

The crane was rigged using Liebherr's GrabMatic System, which assists operators in clamshell projects. It visually aids the operator with optimized grab closing including level cutting, and the system shows the machine's inclination up to 4 degrees on the operator's monitor, as well as records cycles and turnover.

"These systems increase safety, minimize rope wear and significantly increase turnover/production, allowing our customers to dredge larger projects faster and more efficiently," said Wolfgang Herzog, vice president of sales for the

southeast and Caribbean for Liebherr USA Crawler Cranes and Deep Foundation Machines. "This is a powerful machine specifically designed for duty cycle work like clamshell, grapple and dragline."

To work as many hours as possible, Brance Diversified also added a lighting package for dusk/night work. The crawler crane operated for 10 to 12 hours a day throughout various light conditions. For the most part, the crane handled sand and silt, as well as the salt water.

"Reliability and production definitely meet and exceed our expectations," said Young. ■

“ This is a powerful machine specifically designed for duty cycle work like clamshell, grapple and dragline. ”

WOLFGANG HERZOG, Vice President,
Liebherr USA Crawler Cranes and Deep Foundation Machines



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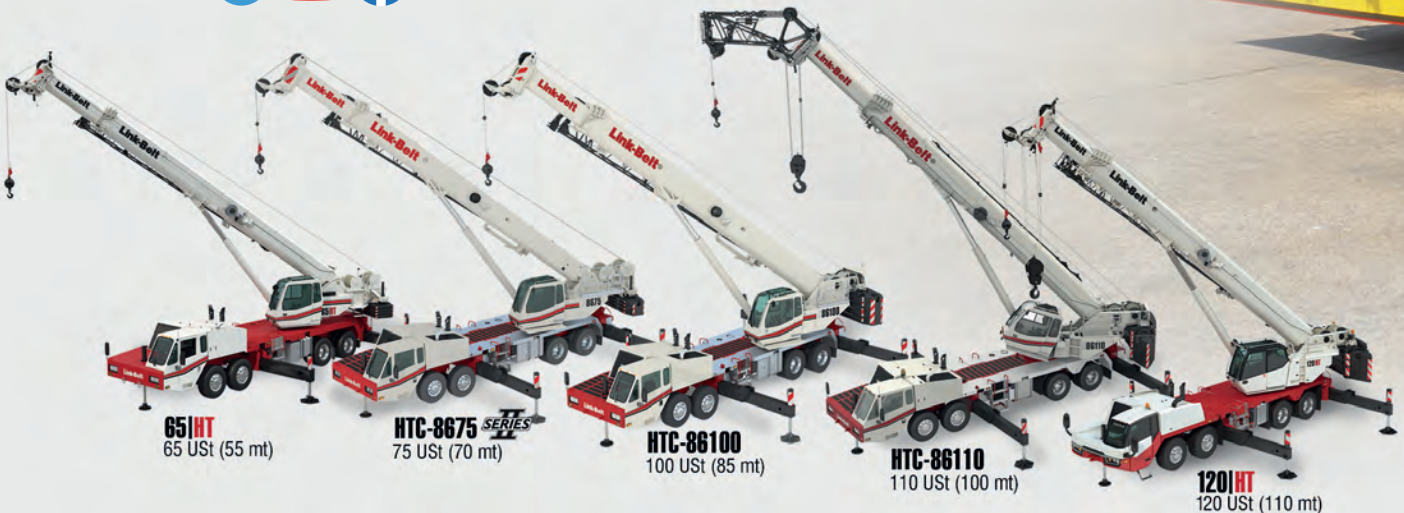
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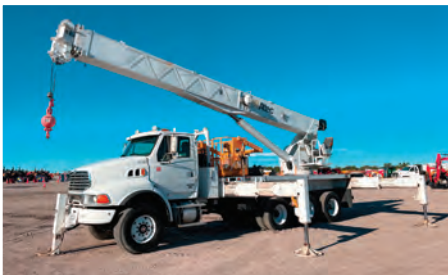
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The annual SC&RA
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February 28 - March 2
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Heavy-haul hang out

With the new year upon us, and a bright future ahead for developments across the heavy haul and OS/OW spectrum, the 2023 Specialized Transportation Symposium will serve as the stomping grounds for all things safety, permitting and best practices. Attendees will have the opportunity to network with top managers in operations, safety directors, safety managers, pilot car professionals, permitting officials, law enforcement and state and federal officials. The STS Exhibit Center will feature over 40 companies eager to share the latest ideas across the specialized transportation spectrum. Below is our Show Guide, featuring information about each exhibitor. In most cases, the copy was provided by the company.

PHOTO: ROSEN CENTRE HOTEL

DETAILS

2023 SC&RA SPECIALIZED TRANSPORTATION SYMPOSIUM

February 28 - March 2
www.scranet.org

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Rosen Centre Hotel, 9840 International Drive, Orlando, FL 32819

AIRPORT

The Orlando International Airport (MCO) is located 11.9 miles, about 15 minutes, from the Rosen Centre Hotel. Kissimmee, FL (ISM-Kissimmee Gateway) is 18.8 miles, around 25 minutes, and Orlando Sanford International Airport (SFB) is 38.5 miles, approximately 45 minutes, from the Rosen Centre Hotel.

RENTAL CARS

The SC&RA group rates are available through Enterprise. Please reference the code XZ16C35 and pin SPE online at www.enterprise.com or when calling 1-800-rent-a-car.

TAXI/SHUTTLE

For taxi transportation to and from Orlando International Airport, it is recommended that attendees contact Mears Taxi Transportation. The hotel self-parking fee is \$25 per day and valet parking fee is \$35 per night with in/out privileges.

WEATHER

The average high temperature in Orlando, in February is 74°F and the average low is 52°F.

ALLIED INSURANCE BROKERS has been delivering insurance and risk management solutions to the crane, rigging and heavy haul industry for over 30 years, from coast to coast. That's how Allied knows this industry involves high levels of unique risks that requires an insurance solution that is as highly focused, customized and equally unique. Allied takes a hands-on, risk-engineered approach to build a comprehensive and focused solution for specific risk needs.

www.alliedinsbrokers.com

The **ASPEN** product portfolio ranges from 25-ton tandem trailers to 300-ton multi-axle transporters. Aspen's trailers are reliable, safe to operate and work together in a multitude of useful configurations.

www.aspentrailer.com

BIG WOLF SOLUTIONS offers payment processing services designed to reduce costs and simplify accounting. The company works with a multitude of payment processing companies, so they can find the perfect fit for every company. Big Wolf does the leg work to put the most money back in their customer's pocket, the company said. www.bigwolfsolutions.com

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www.coast2coastruckingpermits.com

CUMMINS-MERITOR is a global supplier of drivetrain, mobility, braking and aftermarket solutions for commercial vehicle and industrial markets. With more than a 100-year legacy, the company serves commercial truck, trailer, off-highway, defense, specialty and aftermarket customers globally. www.meritor.com

DORAL EQUIPMENT RENTAL has the largest fleet of Versa-Lift forklifts in >54

PHOTO: ADDBE STOCK



the world, along with forklift capabilities up to 120,000 pounds. Doral rents Versa-Lift forklifts, Rigger-Lift, Landoll PT40 and Hilman Trakspporter products. All of these leading brands are built for power and versatility, perfect for rigging projects, the company said. A large fleet of equipment means more available units than competitors. In-house transportation ensures timely delivery across all North America (U.S. and Canada) and the most competitive pricing available. Rentals are available for short or long term anywhere in the country.

www.doralequipmentrental.com

E.D. ETNYRE has been building the Blackhawk series of custom lowboy trailers for the past three decades. The hydraulic detachable gooseneck trailers capacities are from 35 tons to 145 tons in many custom configurations. Etnyre takes pride in manufacturing custom trailers that fit the many different needs of its trailer customers. Etnyre builds a series of lightweight trailers using the 245/70R 17.5-inch Michelin tire on multiple axle trailers and extendable deck trailers. Etnyre also builds folding tail trailers, mechanical detachable trailers and fixed neck trailers.

www.etnyre.com

FAYMONVILLE manufactures trailers for heavy-duty haulage and oversized cargo transportation. With more than 50 years in business, Faymonville provides customers with optimal solutions and systems for any transport need outside the usual norms. The full product range encloses telescopic and steerable trailers, double drop trailers, dual lane trailers and modular trailers. The excellent manufacturing quality of the products are secured by high-tech production processes, the company said.

www.faymonville.com

FONTAINE SPECIALIZED, a Berkshire Hathaway Company, has been focused on serving transportation, construction and specialized hauling customers for over 80 years. Fontaine designs and builds extremely dependable lowbed, extendable, hydraulic tail and specialty trailers that provide years of reliable service for customers. Fontaine is also the largest platform trailer brand in the world; encompassing a complete line of aluminum, steel and composite trailers for the flatbed, drop deck and heavy-haul markets. Fontaine continually invests in R&D, product design and durability testing.

www.fontainespecialized.com

GOLDHOFER AKTIENGESELLSCHAFT is one of the leading global manufacturers of transport equipment in the field of general and heavy-duty road haulage and oversized cargo transportation. The product range with payloads from 30 to more than 15,000 tons, includes trailers, semitrailers, modular heavy-duty systems, self-propelled trailers as well as transport solutions for wind power plants. Goldhofer meets an extremely wide variety of needs in almost every transport situation, the company said.

www.goldhofer.com

GREENFIELD PRODUCTS is a leading manufacturer of specialized solutions for the crane rental and construction industries. Products are designed, engineered, and manufactured in-house and are supported by a nationwide network. Greenfield's line of Smart Crane Mats have become a strong presence on jobsites around the country due to their reliability and durability. They also boast the patented Skycrane, a unique cantilever lifting beam that can access the hardest to reach areas of a building.

www.greenfieldpi.com

HALE TRAILER operates as one of North America's largest retail suppliers of commercial and specialized trailers through the sale, rental and servicing of new and used equipment. Representing the majority of leading U.S. manufacturers, Hale Trailer's inventory features a full range of products for sale at each of its 13 locations as well as its own extensive rental fleet consisting of vans, flats, steps, telescopic deck trailers, lowboys, multi-axle trailers, blade trailers, schnabls, hydraulic suspensions, steerable equipment and more. Additionally, Hale is the exclusive North American representative for Faymonville and Cometto trailers with available inventory to purchase or rent.

www.haletrailer.com

Since 1947, **HBC-RADIOMATIC** has led the market in the development and production of radio remote control systems for industrial, construction and mobile hydraulic applications across the globe. Through the company's stringent quality standards, ground-breaking innovations and dedication to its customers, HBC-radiomatic continues to set the benchmark for cutting-edge, robust wireless controls. Worldwide demand for HBC-radiomatic systems has led to an international network of subsidiaries and partners now serving more than 60 countries. Established in Cincinnati in 1998, HBC-radiomatic,

has become the leading supplier of safe radio remote control solutions for North America.

www.hbc-usa.com

INDUSTRIAL TRAINING INTERNATIONAL (ITI) is a global leader in the design and delivery of learning solutions for organizations conducting crane, rigging and load handling activities. Founded in 1986, the company originally specialized in instructor-led training, field services and consulting. ITI has since grown to produce live online and on-demand courses through the ITI Learning Hub and has been recognized with numerous industry association awards for its groundbreaking virtual reality crane and equipment simulations. ITI serves thousands of customers spanning dozens of industry verticals via their offices and training centers located in the USA and Canada.

www.iti.com

NEW JOST INTERNATIONAL began as a small business in the early 1980s, where they submitted the patent application for the very first steel cast fifth wheel coupling. Since the company's start in Grand Haven, MI, JOST International has grown to become a world market leader for fifth wheels and landing gear and an international supplier for the commercial trucking industry.

www.jostinternational.com

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www.kalynsiebert.com

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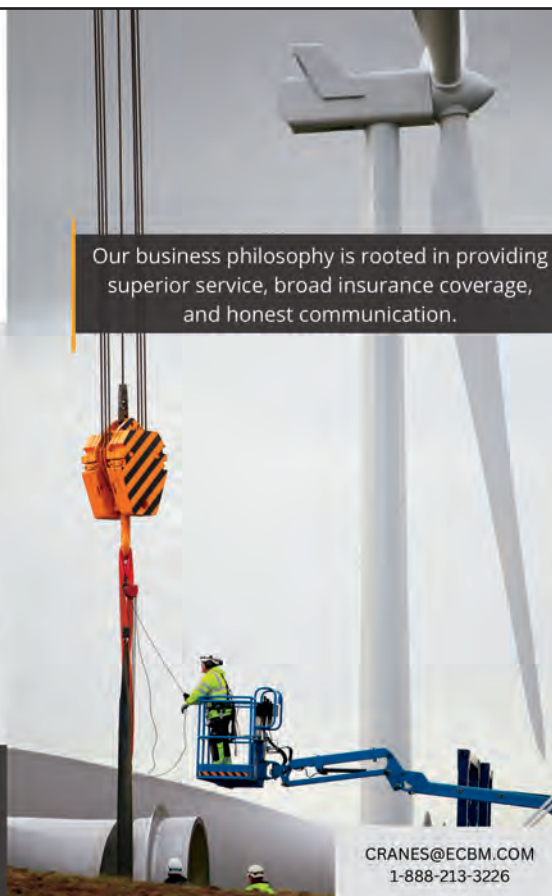
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LANDOLL COMPANY (the original traveling axle inventor) designs, manufactures and markets heavy equipment transport trailers and a precision telehandler (operable with remote). This vertically integrated and diversified Kansas company additionally produces agricultural, OEM, government and specialized narrow and very narrow aisle forklifts. To check out the Landoll full line of traveling axles, traveling tails, detachable trailers, material telehandler and other specialty products visit www.landoll.com

NEW LOGISTICUS TECHNOLOGY SOLUTIONS is a fully custom software and hardware provider based in Greenville, SC. Established in 2013, they support customers in the power generation and logistics industries through technology solutions. LTS offers services in GPS tracking, digitization, supply chain services, field Services, consulting and security and hardware. LTS works to find a solution to precisely fit their customer's business rules. www.logisticustech.com

MARMON-HERRINGTON assembles Sisu axles at its Louisville, KY location and offers the industry's only rapid response program which ensures that key Sisu products are available in 30 days or less. Sisu axles offer an industry leading 600,000 pounds, GCW and an up to 65mph return home speed rating. www.marmon-herrington.com

NATIONAL INTERSTATE INSURANCE COMPANY, a member of Great American Insurance Group, is a leading provider of specialty insurance with a focus on the crane, rigging and specialized carriers industry.

As an endorsed market partner, National Interstate offers the SC&RA membership a range of products including guaranteed cost and deductible programs, as well as innovative alternative risk transfer options. Established in 1989, National Interstate provides customers with customizable product offerings, exceptional service, aggressive claims handling and proactive risk management services. National Interstate and its insurance subsidiaries are rated "A+" (Superior) by A.M. Best Company. www.natl.com

NBIS (NATIONSBUILDERS INSURANCE SERVICES) is the premier insurance provider to the crane, rigging and specialized transport industries, serving SC&RA members as an endorsed property and casualty insurance provider for over 25 years with insurance coverage and innovative risk management solutions. The NBIS team provides members with customized insurance products to protect businesses as well as contract management, preventative risk analysis and planning before claims handling is necessary. NBIS provides coverage from a variety of A+ (Superior) rated carriers by A.M. Best Company and licensed in all 50 states. www.nbis.com

NELSON MANUFACTURING COMPANY is North America's premier manufacturer of custom semi-trailers, boom dollies and boom launch trailers. In business since 1947, Nelson has the experience and the ingenuity to solve the most challenging transportation requirements. The company's trailers and dollies are built to order which allows them to offer solutions to specific needs. Nelson uses the latest technologies combined with proven designs to provide not only the most efficient and user-friendly trailers and boom dollies on the market but the most durable as well. They provide products for the crane, rigging, construction, heavy haul, over size and aerospace markets. www.nelsontrailers.com

ONE RETIREMENT SOURCE is a retirement plan consulting firm with over 20 years of experience helping employer's run their company sponsored retirement plan and educating their employees. Whether an SC&RA member is looking to start a retirement plan or maintain their existing retirement plan, One Retirement Source can help. They also offer the SC&RA Retirement Affinity Program, a retirement plan designed specifically to help small businesses band together to combat the

challenges of cost and administrative burden when offering a retirement plan. The program is an ideal option for many SC&RA members as it is easy to use, cost efficient and outsources a majority of the administrative duties off their plate. www.OneRetirementSource.com

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Opportunity in layoffs

Tech layoffs are a potential boon for the construction sector.

As most of us are aware, across all the skilled trades, the worker shortage is progressing alongside advancements in digitization. As a result, leading construction companies are quickly introducing new roles that emphasize the need for workers with a mix of computational knowledge, project-management skills and real-world understanding of the needs, challenges and realities of the construction site.

Essentially, along with the need for traditional tradesmen and women in construction, the quickly evolving field of construction technology (Contech) is increasing demand for a new kind of construction worker, one with an understanding of emerging technologies as well as the built environment.

It's a lot to think about, especially when there are days when it feels like all you can think about is simply filling your roster.

But oddly enough, there's an additional workforce disruption at hand – within the tech industry itself. In recent months, tech companies have been laying workers off by the thousands. In 2022, approximately 120,000 people were dismissed from their job at some of the biggest players in tech – Meta, Amazon, Netflix, Twitter and Google – as well as smaller firms and

startups. And in 2023, the announcements keep coming.

Worth considering, however, these mass layoffs present a significant opportunity for traditional construction companies to modernize. And you wouldn't be alone in wondering what these newly unemployed techies might be able to do for you.

Off the jump, while today's technology stack offers incredible solutions for upgrading the build process, improving site conditions and helping tradespeople work better, faster and more efficiently in the field, the industry is struggling to keep up with the demand for those with the skills and knowledge to manage and implement these tools successfully.

Obviously, upskilling the workers you have is the preferred method, but if quantity is also still a pervasive issue within your ranks, then it might serve you well to start paying attention to this new class of ex-tech workers.

Next level

That said, "paying" is a word that a lot of folks are getting hung up on in connection with this new potential opportunity – i.e., yeah, but all these tech workers are accustomed to big salaries that don't translate to construction. And while there

is some truth to the claim, it's important to remember that not all of these layoffs are actual high-level tech workers and/or their colleagues. The cuts at Amazon, for example, are reportedly across various divisions, including human resources.

This introduces an opportunity to entice younger, more tech-savvy workers to the field. And as builders turn to technology to increase productivity, improve site and safety conditions and reduce the cost and timeline of construction, the modernization of construction processes will require a workforce ready to integrate their tech-focused knowledge and skill sets with industry strategy. Such a pivot places Gen Z and Millennials in an advantageous position when competing for careers within the construction industry.

To that end, an additional area where tech workers could find themselves in the construction industry is in the startup space, filling needs where contractors are looking for innovation. Laid-off tech workers often have the skills to fill these niches, and historically, Big Tech layoffs have led to spikes in business creation across a wealth of sectors.

At the end of the day, the deployment of innovative solutions designed to improve construction efficiency may attract an upcoming generation of workers interested in tech-focused roles, but only if the construction industry ensures these opportunities are available. And only if companies are willing to cast a wider net and consider workers that perhaps don't fit the traditional archetype for construction.

Either way, widening the scope of skills required for construction careers will no doubt invite a new crowd of professionals – and that doesn't have to be a bad thing. Especially when some of those professionals possess the tools to take your business to the next level. ■

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Born out of

The evolution of SC&RA's Specialized Transportation Symposium.

While SC&RA members are no doubt gearing up for this year's Specialized Transportation Symposium (STS) – set to take place later this month (February 28–March 2, Orlando, FL) – the Association has also been steadily rolling out its 75th Anniversary celebration campaign.

As they likely have already, members will be experiencing more of the campaign across various platforms as the months go by – including within events like STS, which will yet again deliver unmatched value to SC&RA members in 2023 by bringing together the industry's foremost specialized transportation professionals and government permitting officials to discuss permitting harmonization, safety, regulations, compliance and some of the most pressing topics in specialized transportation today.

True to form, this year's STS audience will have access to eight education sessions, more than 20 speakers, a dozen networking events and an exhibit center boasting 55 booths. Also, among those attendees, and unique to this event, will be state and regional officials from MAASTO (Mid America Association of State Transportation Officials), NASTO (Northeast Association of State Transportation Officials), SASHTO (Southern Association of State Highway and Transportation Officials) and WASHTO (Western Association of State Highway and Transportation Officials), as well as SC&RA's Pilot Car Task Force and Permit Policy Committee.

Given that lineup, it's easy to look at the current Symposium and acknowledge both its relevance and impact on members and the industry alike, but the event wasn't always the comprehensive offering that it is today. And as part of SC&RA's 75th Anniversary coverage, looking back on one of the Association's four key annual meetings provides a glimpse into the foresight and perseverance required by past SC&RA members and leaders – in order to build what has become a must-attend opportunity for transportation

professionals on every level throughout the industry.

Early buy in

"The Symposium started because we were trying to put together a group of four regional permit systems, where you could order a permit that would take you from Florida to Georgia, up into Tennessee and into Kentucky, and have a working relationship with those other states – one piece of paper that was approved by everyone," explained Bill Keen, former CEO of Keen Transport Company and a past president of SC&RA. "So, for that reason, we had to have the permit officials together in the same room – to explain and get their buy in."

Keen, who also served as chair of SC&RA's Permit Policy Task Force in 1989 – the year STS was founded – added that, prior to the Symposium, trucking companies had little access to the state DOTs. "The only time they'd really interact with the higher-ups was when they got arrested or fined and were under the possibility of not being issued a permit. So, meetings were usually pretty adversarial. But the Symposium flipped that around, and everyone realized that people are decent human beings and we can work together."

Getting to that point, however, didn't happen overnight, according to Jim Vitez, owner at KMX International, and an SC&RA member since the early 1960s. "There was a lot of talk and very little action," he indicated. "But they kept at it. Now, there was a lot of change on the government side with budgets and the like, and we even helped them on some budgeting items so they could get some

representatives to the meetings – which I think really began to pave the way."

Vitez also remembered that uniformity wasn't a new idea at that point. "It actually goes all the way back to the days of the old Red Book Interchange – which I think was part of the beginnings of SC&RA as well – the idea of gaining allowance to go across the country without needing a piece of operating authority from the interstate commerce commission to do so," he said. "People were interested back then in taking a load from, say, Massachusetts all the way to California. So the Symposium was building off of an idea that was a long time in the making – and the biggest issue, as I remember at the time, was standardization and getting the states to meet us in person."

Big boost

Doug Miller, president at DEM & Associates, echoed Vitez, and added that, with Bill Keen and others driving the endeavor in the early years, the



Many of the modern achievements within the specialized transportation industry are the result of relationships born within SC&RA's annual Symposium.



necessity



Developed in 1989 around a central motivation to secure more uniform permitting throughout the southeastern U.S., the Specialized Transportation Symposium today drives advocacy and networking that ultimately benefits the entire U.S. industry from coast to coast.

primary goal was to standardize as much as possible with regards to rules and regulations between favorable states. "Sure, we had to get past some adversarial relationships between industry and the states, and that took time – on both sides," he admitted. "But then we began identifying where the problem areas were, and tried to come up with a set of vehicles that we hoped to promote to the states to facilitate standardization."

Miller said the group looked at what existed in the field as well as what was coming, and developed a set of vehicles. "It became evident that we had to go in small bites – the benefit ended up coming with smaller vehicles. So we started at around 120,000 pounds, five-axle, six and seven, and then we moved up. It was a matter of getting states, especially barrier states, to buy in. We set up meetings with officials and members in states affected – to standardize weights and lengths, and then other things like permit requirements, lights, etc."

And, according to Keen, the group's efforts eventually paid off. "Ultimately, the state officials started talking about the Symposium throughout the year – they'd look forward to it," he said. "It became known as an excellent networking opportunity for all, and everyone got something out of it – so they felt it was important to keep it going. And it grew from there."

Miller became chairman after Keen and ended up working closely with Doug Ball and current SC&RA CEO Joel Dandrea as he arrived in 2000. "I chaired for around twelve or thirteen years," Miller noted. "Membership grew, the size of the event grew and people got involved. The OEMs got on board as well, which helped us communicate to engineers at the state level."

"As we came into more recent years, we found that we'd achieved the preliminary goals for the smaller vehicles in most



states, so we moved on to the larger ones. At the same time, the Symposium had grown into a premier event for the industry, especially across the last decade."

Vitez agreed, "Bringing in Steven Todd [2012] was a big boost; he really carried the torch when he came in, but he also modernized it – the structure, the speakers, the topics – and it has progressed in time. Now, Chris Smith [2020] is beginning to put his stamp on it and really bringing that government expertise, which will likely be another boost."

As for comparing today's Symposium with the early years, Vitez laughed, "About a couple hundred percent different – as for attendance and enthusiasm, but also the willingness to work together and innovate. And that's representative of the amount of people on the SC&RA side working to get things done."

"I also think it's just another example of how productively each respective side of the Association supports and enhances the greater organization. There's more and more talent involved at every level – going through chairs, officers, speakers, etc. More talent in the pipeline. And as it has with the Symposium, that's going to enhance SC&RA for many years to come."

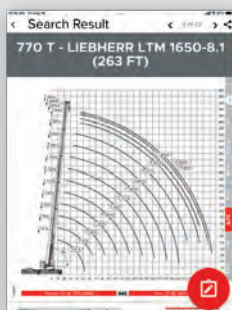
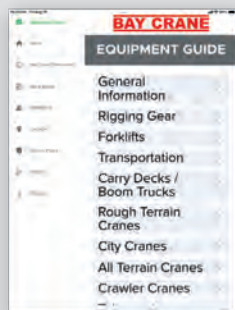
To register for the upcoming SC&RA Specialized Transportation Symposium, visit www.scranet.org/symposium2023. ■

The opportunity to engage and interact with industry officials, peers, colleagues and friends is what has kept the Symposium growing in strength and purpose since its inception.

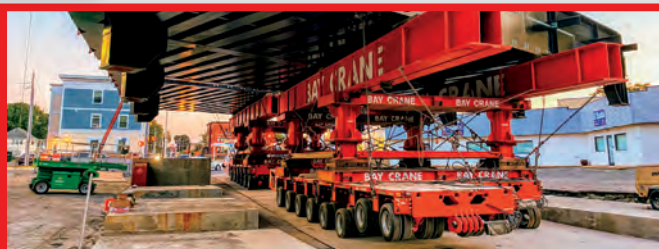
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CCO's other new testing modality, Event Online Testing (EOT), which will be available April 1, of this year, will provide similar benefits and a similar look-and-feel as OPT. Prospective testing personnel will be able to access the myCCO Testing Personnel dashboard as of March 1. The first EOT exams will be held at CONEXPO in mid-March.

What does OPT look like?

Candidates take exams via a computer in a private, well-lit room with a door and that is void of any materials (i.e., electronic devices, books, papers, etc.) on the table or desk. Exams that require supplements (e.g., load charts) or calculators will have these available on-screen. Since scratch paper is not permitted, candidates will use an on-screen whiteboard. CCO has prepared a video at www.nccco.org/OPTdemo demonstrating how the testing platform works.

Through the myCCO Portal at my.ccocert.org, candidates also have access to a demo exam at no cost. This demo exam is intended to provide a test simulation experience and give candidates an opportunity to familiarize themselves with how to navigate through the exam and utilize the on-screen tools, including:

- Answering questions
- Navigating through questions
- Using a calculator
- View and navigate supplements
- Utilize the whiteboard
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Applying and scheduling

Candidates interested in registering for OPT exams should ensure their computers meet minimum requirements. OPT exams may be taken on any laptop or desktop computer that meets minimum technical requirements (see www.nccco.org/compreq for the requirements) and is equipped with both a microphone and webcam.

Want to check to see if your computer meets requirements? Go to www.nccco.org/testitout.

Applications to test via OPT are submitted through the myCCO Portal as is scheduling and, if needed, rescheduling.

Exams can be scheduled in as little as 15 minutes. This allows candidates the flexibility to schedule when work schedules change at the last minute or simply when they feel best prepared. OPT also permits a great deal of flexibility if a candidate must reschedule – which can be done up to 30 minutes prior to the start of the exam!

More information including step-by-step instructions on the application process, fees, and to apply can be found at www.nccco.org/opt.

See you at ConExpo!

Stop by the CCO booth (GL-10882) to get a first look into the future of CCO testing.

Written exams for all CCO certifications will be offered using CCO's new Event Online Testing (EOT) option for testing on Tuesday, March 14 and Friday, March 17.

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Plungers, plows and premium

Chris Mikolay discusses the ins and outs of how insurance works.

When you think about it, an insurance policy is a lot like a toilet plunger: you buy both products hoping never to need them, but in certain emergencies, you're sure glad you have one in place. However, unlike commercial insurance policies, nobody has ever complained about how expensive toilet plungers have become to purchase, nor does one question the manner in which the product was used to do its intended job.

It seems entirely possible, then, that insurance policies rank below even the lowly household plunger when it comes to products one enjoys purchasing and subsequently using.

While insurance can be frustrating, it's also frequently misunderstood and characterized as a "heads I win/tails you lose" proposition. For example, there may be a year when you experience a catastrophic loss that exceeds the premium paid; in this instance you're glad the policy is there to make you whole.

However, that relief can turn to frustration if the renewal premium rises as a result of the large claim. In most years, however, you pay the insurance company more premium than you ultimately experience in losses. And few things are more exasperating – or more misunderstood – for an insurance buyer, than rising insurance prices after several excellent years of loss experiences.

There is often good reason for this, though, and it can be explained by

understanding how fundamentally different insurance policies are from almost every other product on the planet (yes, even toilet plungers).

Unlike most goods and services, when an insurance policy is sold its cost of goods are almost entirely unknown. Its cost of goods are, of course, predominantly the losses that have not yet occurred; it would seem the only way to perfectly price an insurance policy is to drive a DeLorean 88 mph into the future to see what happens! Until Doc Brown becomes interested in underwriting, though, it is helpful to understand the implications of this curious quirk of insurance by studying another completely unrelated product with the same cost of goods challenge.

Pricing stability

Imagine you live in Cleveland, OH. As a resident of Northeast Ohio, you know that eight months out of the year, your city is an urban oasis brimming with people frolicking outdoors, and the remaining four months are a dystopian nightmare of snow, slush and Cleveland Browns football. However, you have capitalized on your city's seasonality.

In the summer months you own and operate a thriving landscaping business until the first snowflakes fall, and then you outfit your landscaping trucks with snowplows and provide snow removal service to several

dozen local businesses and residential neighborhood driveways.

Now, like many of your competitors in the snowplow business, you offer your residential customers the option to pay, in advance, one flat fee to show up and plow their driveway anytime it snows two inches or more. The problem is, this plow proposition presents a perennial pricing problem: what should you charge for a season's worth of unlimited plowing?

First, you examine your fixed costs, like rent, equipment payments and any other recurring expenses. However, your labor, gas and salt usage are extremely variable and totally dependent on the frequency of heavy snowfalls. Hence, as you attempt to set your price for an unlimited snow removal contract, you research historical snowfall frequency per season, and then review fixed and variable costs to arrive at each season's average "cost per push." You put this together in the chart below, determining the average "cost per push" over the prior five years at \$15, and the average number of pushes per customer per season at 15.

You thus decide that your breakeven pricing for an unlimited residential snowplow contract is \$225 (\$15/push times 15 average pushes). Given the local market for snowplow services is competitive, and knowing prices for gas, salt and labor have been up over the past five years, you decide to price your unlimited contract at \$300 for the season.

>68



THE AUTHOR

Chris Mikolay is senior vice president for National Interstate Insurance Company based in Richfield, OH. National Interstate Insurance is rated "A+" (Superior) by A.M. Best (rating affirmed on December 3, 2021.)

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2017	2018	2019	2020	2021	5 Yr. Avg.
\$13.50	\$16.50	\$13.00	\$16.00	\$16.00	\$15.00



Now, let's assume you have 50 residential customers who take you up on the \$300 unlimited snowplow offer. And let's assume that the coming winter is unusually warm, and it barely snows. In fact, it only snowed three times! You calculate, after amortizing your fixed expenses, and tallying up your variable expenses like fuel and labor, that your cost per push during the season was \$18. Even better, while you charged your customers \$300 for the season, it only cost you \$54 to service each one! In other words, your profit from the unlimited contract customers is \$12,300 (\$246 profit/customer times 50 customers).

Pricing conundrum

You decide to treat yourself to a Caribbean cruise with your winter windfall, and as you stand in line at another all-you-can-eat buffet, you



dream of expanding your plowing empire to become the Snowplow King of Cleveland. Soon enough, you get your chance: after another busy spring, summer and fall of landscaping, you sit in your office preparing for the winter season. Just then, the phone rings. It's a longtime customer, informing you he is holding a flyer for a new plow service advertising unlimited plowing for just \$225. To make matters worse, the customer is furious, exclaiming, "You're overcharging me! I paid \$300 last year but it only snowed three times!" While you

do your best to explain that many of your costs are unknown and highly variable, the customer doesn't want to hear it.

Uh-oh. You start to do some calculations; however, you're worried that gas prices are up 20 percent from last year, and you recently had to raise driver pay by 15 percent to keep your drivers from moving to the competition. Still, you decide, while it's a bit of a gamble, the only way to retain your customers is to reduce the price of your unlimited contract to \$250 for the season and pray for another warm winter.

Unfortunately, insurance will always face this pricing conundrum, and worse, it will continue to frustrate insurance buyers who have great loss experience and who don't understand why their renewal pricing does not automatically reflect it.

Fortunately, unlike a relatively inexpensive snowplow contract, there are a variety of ways to finance and mitigate risk that can provide greater insurance pricing stability. An insurance broker who specializes in crane and rigging insurance can provide a variety of options designed to help control and stabilize cost of risk over time. ■



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Burger retires from Link-Belt

After 40 years of service, Roy Burger has retired from Link-Belt Cranes. Burger has led international sales at Link-Belt Cranes since 2008, and also managed Link-Belt government sales since 2014. Burger began his career at Link-Belt in 1982 with the telescopic crane team. He moved to employee relations manager, then to telescopic crane product manager, before becoming a district sales manager covering the Southeastern U.S.

"For the past 15 years, Roy has been the face of Link-Belt's international business and a worthy ambassador

of the Link-Belt brand in the international arena," said Bill Stramer. "We very much appreciate all of Roy's years of dedicated service and wish him the very best in his retirement."

Pat Collins, director of product marketing, will oversee international sales in addition to his current responsibilities. Kelly Fiechter has been named product manager for rough terrain cranes and will take on the responsibility of government sales. Brian Elkins will transfer to product manager of lattice crawler and telescopic crawler cranes. ■



Roy Burger

Richard H. "Dick" Meier, 1932-2023

Richard H. 'Dick' Meier, 90, of Hillsborough NJ, passed away January 1, 2023. He was a "legend" at Trans American Trucking, working for the company for 33 years before retirement. Meier was born on May 5, 1932, to Herman and Dalcidia Meier in Orange, NJ. He grew up in Roselle Park, NJ, and graduated from Roselle Park High School. He was subsequently drafted in 1951 to serve in the Air Force. He was a proud Korean War Veteran and enjoyed sharing his stories to all who would listen.



Meier studied at NYU and Rutgers University. He began his career working at New Jersey Central Railroad, and then he worked in the transportation industry starting at Ruberoid, which was acquired by GAF Corporation. He ended his career at Trans American Trucking in South Plainfield, which he loved dearly. He was a major component in assembling the foundation of what Trans American is today. He is survived by his wife of 64 years, Barbara (Croll); his three children, John Meier, Gail (Bob) Smith and Gary (Nancy) Meier, his grandchildren, Mikaela, Haley, Ryan, Melissa, Nicole & Jason and his great-grandchildren; Pearl, Vance, Wyatt, Emory & Virgil.

IN MEMORIAM

CraneWorks announces position changes

CraneWorks has promoted Gene Johnston to vice president of product support. Johnston will lead the company's parts and service teams throughout CraneWorks' nine brick and mortar locations and remote service locations. Johnston previously served as director of parts and service.

"CraneWorks is excited to announce the expansion of Gene's role and his increased responsibilities," stated Keith Ayers, chief executive officer, CraneWorks. "Gene has

focused on making tactical decisions to grow both of his departments and in doing so, has created a model where the customer gets the best service possible on a wide range of lifting equipment at competitive prices."

Kevin St John has been promoted to national parts director, and Chris Conway has been promoted to national service manager.

"Kevin challenged the status quo by increasing stocking levels, creating multiple layers of parts sourcing in a supply

shorted market, instilled a 'never say no' culture and created an atmosphere at his home branch that any company would be proud of," said Johnston. "Chris worked with multiple branches helping

to track trends, coordinated large customer projects and was an additional resource to our service personnel. Everything Chris has been involved in has improved our customers' experience." ■



Gene Johnston



Kevin St John



Chris Conway



■ **Terex Utilities** has promoted **NICK CAMMISA**

to senior director of services and will now lead the Terex Services team.

Cammisa has 33 years of experience in the utilities and construction equipment industry and nearly 20 years with Terex Utilities.



■ **NICHOLAS OLDFIELD** has been promoted to vice president of marketing for **Maxim Crane Works**. Most recently, he served as marketing director.

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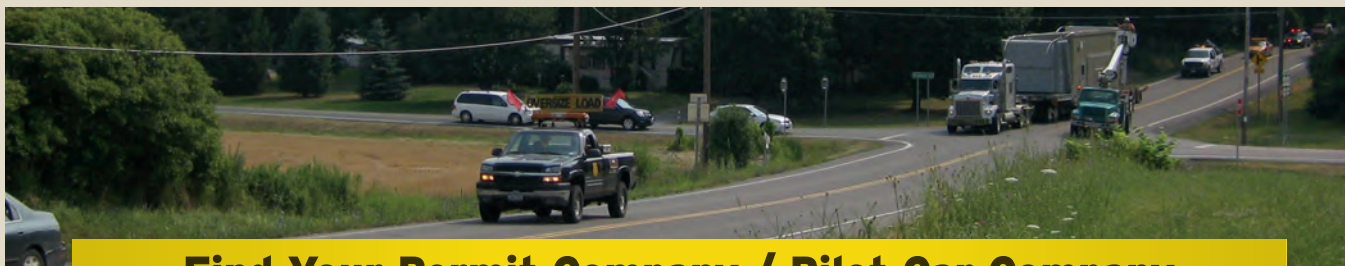


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A white Altec AC65E truck-mounted crane is shown from a side-rear perspective. The crane's boom is extended upwards and to the right. The truck has a black chassis with a large silver gas tank mounted on the side. The Altec logo is visible on the boom, and the model number AC65E is printed on the side of the boom. The truck is parked on a grassy area under a cloudy sky.

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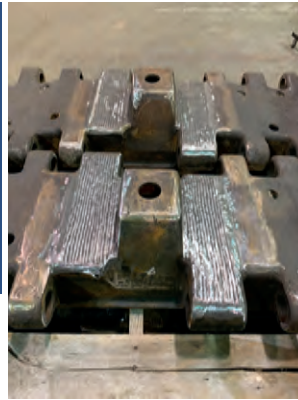
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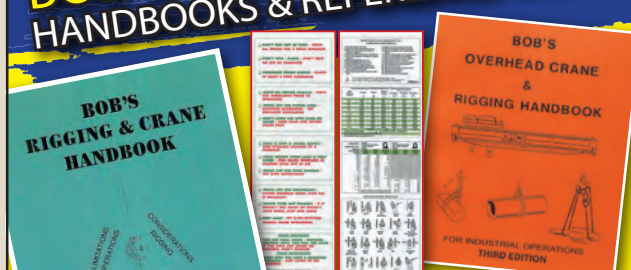
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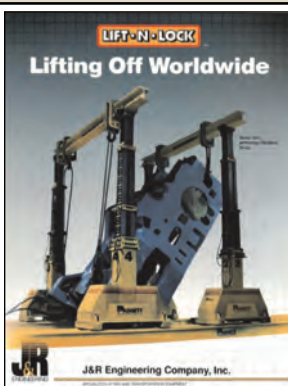
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Chasing uniformity

Since its founding in 1947, SC&RA has been working on permitting unity and transport regulation harmony among states.

When a load is transported over a long distance, there are many critical issues that haulers must face, including route, schedule, security, safety and cost, to name just a few. The biggest issue is moving from one jurisdiction to another. Resolving this issue has been one of the leading challenges of the SC&RA since its founding. A national effort was needed, and that finally came in 2018 with the launch of Uniform Permit Transport 2021 (UPT2021), an ambitious push to have all 50 states using compatible permits for overweight/oversize vehicle configurations by 2021. It's been a legendary effort.

Best practices

As a precursor to the initiative, SC&RA compiled information from states that allow electronic display of permits for a joint public comment response with the American Trucking Association (ATA) to a proposed rule from the Federal Motor Carrier Safety Administration (FMCSA). That rule “would permit the use of electronic methods to sign, certify, generate, exchange or maintain records so long as the documents accurately reflect the information in the record and can be used for their intended purpose.”

At SC&RA's urging the Federal Highway Administration (FHWA) compiled and published a collection of best practices for oversize/overweight permitting. The major finding was that 24/7 auto-issue permitting is essential for the safety and efficiency of the American economy. Additionally, the SC&R Foundation helped fund the American Transportation Research Institute study, “Assessing the Cost and Operational Impacts of State Practices Granted for Overweight Permits,” which provided data pointing to the benefits of permitting harmonization.



Road blocks

Of course, the big road block to this initiative was the Covid-19 pandemic in early 2020. Despite the economic impact of the pandemic, many states made significant advancement towards permit automation and harmonization throughout 2020 and into 2021. Addressing the critical shortage of truck parking across the U.S., SC&RA secured wins at both the federal and many state levels. The FMCSA reissued a five-year extension of its 30-minute rest break exemption for SC&RA members, and made favorable, if not completely satisfactory improvements, to hours of service overall.

At the state level, 19 states enabled drivers the ability to either reasonably travel off their permitted routes for food, fuel or rest, or park overnight at state facilities to find rest elsewhere. Other major wins for harmonization include increases to Maryland and North Carolina super load thresholds; Arkansas extension of single trip permits to five days; and the removal of weekend travel prohibitions in Florida, Maryland, Montana and North Carolina. As well, Indiana, North Carolina, Virginia and Wisconsin debuted new automated permitting systems, while Michigan made a significant step towards auto-issue by allowing it for annual power unity permits only.

As of late 2022, while UPT2021 is still an active initiative with work yet to be done, the framework for success has been built:

- Departments of transportation in all 50 states have committed to harmonize various disparate permit policy rules and regulations.
- More than 38 states are now auto-issuing 95 percent or more of their permits.

A central premise of UPT2021 is that the technology available in transportation today can

and should be employed to bring efficiency and economy to the permitting process.

Technology usage

A central premise of UPT2021 is that the technology available in transportation today can and should be employed to bring efficiency and economy to the permitting process. Technology such as on-board electronic recorders for hours of service, in-cab cameras, telematics, sensors, GPS, electronic data logging and transmission – all of these can be used to support data compilation and analysis for maintenance, safety, equipment usage and even billing and financial issues.

While the primary focus of UPT2021 has been permit harmonization across the United States, SC&RA has sought the same results in Canada and Mexico in an acknowledgement that the market for haulers of overweight and oversized loads potentially is all of North America.

The Association has advocated for automation in Ontario and Quebec and harmonization in local permitting in Ontario. The Association successfully collaborated with Ontario's new Certified Superload Escort Program, a first-of-its-kind private escort program to replace police escorts.

SC&RA also has met with several Mexican government officials to express appreciation, on behalf of its members, for the commitment to safety and efficiency demonstrated by the Mexican government with respect to administering its oversize and overweight permit program – most notably its “one-stop-shop” permit, good for one single permit to move on federal roads throughout the entire country. ■

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