



SPRING 2018

# LIFT LINE

YOUR SOURCE FOR USED AND NEW LIFT EQUIPMENT

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### About Lift Line

*Lift Line* is your guide to used equipment from an industry leader and North America's largest privately held crane and lift equipment rental and sales enterprise — the ALL Family of Companies.



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Cover: Two Manitowoc 16000 lattice boom crawlers from Dawes Rigging & Crane Rental set roof trusses for the Wisconsin Entertainment and Sports Center, the future home of the NBA's Milwaukee Bucks. See page 24.

## *Perspective:*

# In Control of Reputation

## Billy “Bly” Vaughn, General Manager, ALL Crane Rental of Tennessee



When you're part of the ALL Family of Companies, you know that customers are the driving force of every decision we make and that excellent service is paramount. Reflective of this, I'm proud that our branch was recently honored with a Supplier of the Year award from the Knoxville, Tenn., chapter of the Associated General Contractors. Being singled out for sustained excellence by the contractors and subcontractors in our region is a truly special honor. But the culture of service you see throughout the entire ALL Family of Companies sets the tone.

I've seen it from both sides. You see, before I joined ALL Crane in 2001, I was a customer. I worked as a project manager for a company that provided air pollution scrubbers to power plants, paper mills, and other industries. Part of my job was sourcing the equipment for installation—and ALL was head and shoulders above the rest. In terms of responsiveness, delivering what was promised, and having the best people and equipment, there was no equal.

When an opportunity presented for me to join ALL, I knew immediately this was an organization that shared my ideals and values. That it was a company I could be proud to work for. Now, in my role as general manager of ALL Crane Rental of Tennessee, it's my job to further that reputation. In life, all we have is our reputation, so it's a responsibility I take very seriously.

To be successful, you've got to have everyone pulling on the same side of the rope. It's what we instill in our people here, but it starts way at the top, with ownership and corporate management. They give us the tools we need to get the job done. I always tell the people I work with that we can sell and sell, but if we don't get the repeat business, what good did it really do us? We need to treat every first job as an audition for the second and third jobs.

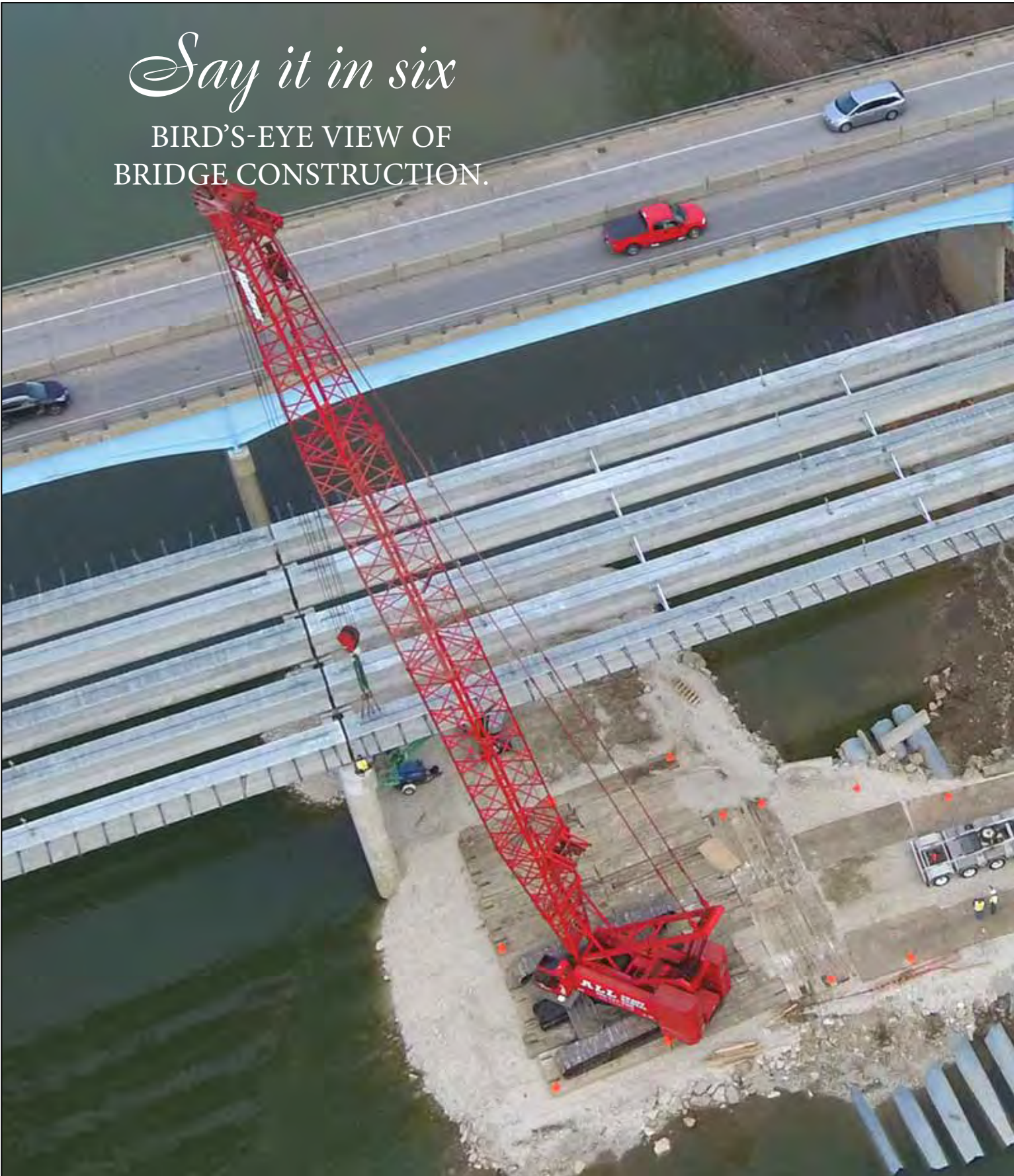
This award from the AGC is a referendum on the job we're doing. It says that our operators are knowledgeable, reliable, and courteous. That our fleet is the most up-to-date. That we service that fleet so it performs at peak. Ultimately, it says that we're an asset to our customers' job sites. We go beyond to help them plan and execute their jobs in an efficient manner.

Because that's the ALL way, as we all know.

*Billy Vaughn*

General Manager, Knoxville (TN)

*Say it in six*  
BIRD'S-EYE VIEW OF  
BRIDGE CONSTRUCTION.







At the Sagamore Parkway Corridor, Lafayette, Ind., Central Rent-A-Crane provided cranes for the project under the direction of general contractor Superior Construction.



**SHOP ROUGH-TERRAIN CRANES** *from 15-150 USt***1**

**Grove RT522B, S/N 221557** (2000) 22 USt, Cummins B3.9 Turbo Diesel, 78' Main Boom, 25' Jib. Unit #7506. Located in Raleigh, NC. **\$65,000**

**2**

**Link Belt RTC8040, S/N F7J1-4582** (2001) 40 USt, Cummins B5.9 Turbo Diesel, Auto Trans, 110' Main Boom, 29'-51' Bifold Jib, Aux Hoist. Unit #7616. Located in Cleveland, OH. **\$92,000**

**3**

**Grove RT890E, S/N 227302** (2007) 90 USt, Cummins QSB6.7L Turbo Diesel, 142' Main Boom, 33'-56' Bifold Jib, Aux Hoist. Unit #9777. Located in Nitro, WV. **\$395,000**

**4**

**Tadano TR600XXL, S/N 545659** (2004) 60 USt, Mitsubishi 6M60-TLA3B Diesel, Auto Trans, 144' Main Boom, 33'-58' Bifold Jib, Aux Hoist. Unit #8863. Located in Raleigh, NC. **\$165,000**

**5**

**Grove RT650E, S/N 225380** (2006) 50 USt, Cummins B5.9 Turbo Diesel, Auto Trans, 105' Main Boom, 29'-51' Tele-Jib, Aux Hoist. Unit #9439. Located in Indianapolis, IN. **\$165,000**





**Link-Belt RTC8065, S/N J9J7-9033** (2007) 65 USt, CAT C6.6 Turbo Diesel, 115' Main Boom, 35'-58' Bifold Jib, Aux Hoist, New Paint. Unit #9585. Located in Tampa, FL. **\$238,000**



**Link-Belt RTC-8030 II, S/N E8J9-1089** (2009) 30 USt, CAT C6.6 Turbo Diesel, 20.5R25 Tires, 90' Main Boom, 25' Jib. Unit #10253. Located in Chicago, IL. **\$149,000**



**Grove RT9130E, S/N 227209** (2007) 130 USt, Cummins QSC8.3L Turbo Diesel, Auto Trans, 160' Main Boom, 36'-59' Bifold Jib, Aux Hoist. Unit #9776. Located in Kaukauna, WI. **\$495,000**



**Grove RT535E, S/N 226119** (2006) 35 USt, Cummins QSB5.9L Turbo Diesel, Auto Trans, 102' Main Boom, 26'-45' Tele-Jib. Unit #9531. Located in Columbus, OH. **\$143,000**



**Grove RT875E, S/N 228703** (2008) 75 USt, Cummins QSB6.7L Turbo Diesel, 128' Main Boom, 33'-56' Bifold Jib, Aux Hoist. Unit #9980. Located in Nitro, WV. **\$315,000**



**SHOP TRUCK CRANES** *from 35-140 USt***1**

**Grove TMS500E, S/N 225511** (2006) 40 USt, Cummins ISC 330P Turbo Diesel Eaton Fuller Trans , 95' Main Boom, 45' Jib, A/C & Heat, Newer Paint. Unit #9539. Located in Columbus, OH. **\$175,000**

**2**

**Link-Belt HTC-8690, S/N N3J8-0025** (2008) 90 USt, CAT Turbo Diesel, ZF Trans, 140' Main Boom, 58' Jib, A/C & Heated Cab. Unit #10001. Located in Wilmington, NC. **\$445,000**

**3**

**Grove TMS700E, S/N 225824** (2006) 50 USt (Can be re-rated to a 60 USt easily), Cummins Turbo Diesel, 110' Main Boom, 56' Jib, Aux Hoist, A/C & Heat, Newer Paint in early 2017. Unit #9440. Located in Columbus, OH. **\$259,000**





**Link-Belt HTAL8675LB, S/N F2J6-8772** (2006) 75 USt, Detroit DDEC 60 Diesel, 127' Main Boom, 67' Jib, Aux Hoist. Unit #9508. Located in Phenix City, GA. **\$295,000**



**Terex T340-1 XL, S/N 14968** (2007) 40 USt, Cummins ISC 300P Turbo Diesel, 105' Main Boom, 49' Jib, Aux Hoist, A/C & Heat. Unit #9923. Located in Kaukauna, WI. **\$225,000**



**Link-Belt HTC-8660 II, S/N L8J7-9673** (2007) 60 USt, CAT Diesel, 110' Main Boom, 51' Jib, A/C & Heat in Upper and Lower Cabs, 15,100 lbs CWT, Aux Hoist. Unit #9778. Located in Fort Wayne, IN. **\$215,000**



## IN THE LIFE

# A TOWERING RESPONSIBILITY

SAM MOYER IS THE NEWEST GENERAL MANAGER OF ALL TOWER CRANE, SUCCEEDING RETIRING CRANE BIZ LEGEND CLAY THORESON.

Jan. 15, Sam Moyer began his new life as the general manager of ALL Tower Crane, a member of the ALL Family of Companies. He was keenly aware that he had big shoes to fill, taking the reins from the retiring Clay Thoreson. Thoreson is a lifelong crane man who spent parts of five decades in the business, leaving a vice presidency with Manitowoc in 2010 to head up ALL's tower division.

Moyer shared a special relationship with Thoreson. It was Thoreson who hired Moyer as an application engineer in 2014. During the job interview, as Thoreson shared his own reasons for loving the industry so much, it ignited something within Moyer and solidified his resolve to leave behind him a 10-year career as a structural engineer.

"Clay mentioned there's always a new challenge, a new problem to solve," said Moyer. "When he described the pace of the work, the problem-solving in the shop and in the

field, it resonated with me. And working the last four years with Clay was like going to tower crane grad school."

Before Thoreson retired Jan. 12, there was a symbolic passing of the torch. Thoreson had a special sign made for Moyer to hang in his office, reminiscent of the Old West "shingles" professionals used to hang out, listing Moyer's full name and profession as an engineer. "He had it specially

made and secretly kept it in his house for six months. His last day here, he had it discreetly hanging in the corner of the office and waited for me to notice it. It's extremely thoughtful. That's the kind of guy Clay is."

Moyer began his working life as a structural engineer at architectural and engineering firms in Toledo and Wadsworth. While the work wasn't bad, he hungered for a job that would allow him to be more hands-on.

"I like to get my hands dirty. Most engineering jobs



Sam Moyer





Marty King and Sam discuss the daily schedule.

require you to sit at a desk all day, but that's not the kind of person I am. I like to be active, get outside, and move around."

Life as a structural engineer didn't offer much in the way of variety, either. It wasn't uncommon to work on the same job for two or three years. "Whereas at ALL, working on the same job for a week counts as a long time."

The variety is what drives Moyer's passion for his work. So, while no day is typical, there are some things he can generally count on.

He begins his day with a quick review of any quotes or other items that came in overnight, then heads off to a

7:30 a.m. meeting with Marty King, the service manager for ALL Tower Crane. They review the work slated for the day, and Moyer updates King on any new work included in the overnight bundle. When they break the huddle, King will take the information to the other guys in the shop and set the table for the day's schedule.

From here, Moyer typically takes some time addressing customer questions, crane logistics, and scheduling — tweaking daily a plan that guides the fleet for the foreseeable future. On any given job, he might need to

*continued on page 10*



*continued from page 9*

fine-tune some numbers or put in a call to the sales rep or customer to get additional information.

As ALL is continuously updating its fleet to have the best and brightest available for its customers, Moyer needs to spend parts of many days updating equipment information. This process involves carefully reviewing manufacturer data sheets and creating edited, accurate sheets that reflect the actual options featured on the equipment as purchased. Manufacturers' sheets tend to list every available option. These sheets educate ALL's sales staff and customers on what is available.

Moyer also lends his engineering expertise to various engineering projects, from creating a foundation design to double-checking tie-in reactions.

Of course, a big part of the job is fleet management. ALL already employs NexGen, a computer-based management



## TOWER FLEET KEEPS GROWING

ALL Tower Crane recently added 11 new Manitowoc/Potain cranes. Below is a list of these acquisitions, including comments from general manager Sam Moyer.

- **One IGO T 85 A (6t/6.6 USt) and One IGO T130 (8t/8.8 USt) self-erecting tower cranes.**

Sam: "Self-erecting tower cranes are a popular choice in many markets including light-gauge and panelized construction projects. Both of these cranes have been successful units for us, and we are adding to our fleet to address market demand."

- **Two additional MDT 219 J10 (10t/11 USt) flat-top Crane Control System (CCS) City tower cranes.**

Sam: "This model caters to hotels and university housing projects, a market sector that continues to see growth. This is the largest City crane offered by Manitowoc/Potain. City cranes offer significant advantages by simplifying installation."

- **Four MDT 389 L16 (16t/17.6 USt) flat-top CCS tower cranes.**

Sam: "The largest flat-top tower crane in current production by Manitowoc, this builds on the success of

the MDT 368 with the additional capacity and features afforded by CCS. Flat-top cranes offer advantages both in transportation cost to/from projects and in ease of assembly and dismantling."

- **Two MD 509 M20 (20t/22.0 USt), conventional top-slewing tower cranes with CCS.**

Sam: "This is an update to the popular MD 485 B tower crane, a model that is a staple of our fleet alongside the Terex/Peiner SK 415. Using a combination of purchased mast sizes, it can free stand with hook heights nearing 300 feet. Outfitted with great-height hoist winches, these are also a great fit on tall projects typical to Chicago and other urban areas."

- **One MR 298 H24 (24t/26.5 USt) luffing jib tower crane.**

Sam: "Here we're addressing a niche market that continues to grow, as small-footprint high-rise buildings are increasing in popularity. Building upon the success of the larger MR 418, the MR 298 offers incredible 1-part and 2-part capacities and hoist line speeds, versatile jib lengths, and impressive hook height capabilities."



software, for this purpose. However, finding that NexGen needs a little augmenting when it comes to tracking tower cranes, Moyer uses and has refined a tool developed by Thoreson.

“Because tower crane jobs are typically longer in duration, our homegrown system is a little better than NexGen,” said Moyer.

The in-house-developed tool tracks unit numbers, location of equipment, customer name, project length, and next scheduled maintenance on the tower. It also includes a Gantt chart so, at a glance, Moyer knows when the next crane of a certain size is coming available.

Near day’s end, Moyer takes stock of what has been accomplished, what remains to be done, and what to take home to get a jump-start on the next day. He’ll have a final meeting with King in the shop, and then do a review of any new quotes that have come in.

He ends each day satisfied and invigorated. “Although at the time it was difficult deciding to leave behind structural engineering, I’ve never looked back,” said Moyer.

Now he’s looking ahead to the challenges and opportunities for the future of ALL Tower Crane. They include expanding the division’s role as an engineering hub, continuing to modernize the fleet, and developing streamlined processes to address service needs.

Summing up, Moyer added, “When I first interviewed with Clay, he told me that he never got bored with one thing because there’s always something new on horizon. That’s been 100 percent true.” ♦



## ALL TOWER CRANE IN THE NEWS

ALL Tower Crane is getting noticed in some recent trade publications. The division has been highlighted in articles appearing in Crane Hot Line (CHL) and American Cranes & Transport (ACT).



The December issue of CHL featured a cover story about ALL’s involvement in the building boom in Chicago. The city broke a record for most tower crane jobs in a year, with 54 in 2017. A staggering 30 of those cranes came from Central Contractors Service, part of the ALL Family of Companies. Some of the high-profile projects Central has been involved with include a high-rise hotel and a combination event center/sports arena adjacent to busy convention center McCormick Place, the renovation of fabled baseball mecca Wrigley Field, and the highly visible new 20,000-square-foot Apple store on Michigan Avenue’s Pioneer Court along the Chicago River.

ALL Tower Crane was covered in the December issue of ACT with an article on the high volume of construction projects in North Carolina’s “Triangle” area of Raleigh, Durham, and Chapel Hill. Within a span of 18 months, nearly \$10 billion in major commercial construction projects were started there. ALL Carolina Crane & Equipment of Raleigh has been involved in much of that work, including the newest jewel of downtown Durham, the \$88 million One City Center. The 27-story multi-use building mixes 21 floors of apartments and condominiums, four floors of retail and office space, and two stories of parking.

**SHOP TOWER CRANES**





**1. Terex/Comedil CBR 40H-4, S/N G8507040** (2007) 4 USt, 131' Jib, 74'/84'/106' Hook Heights, Full Concrete Ballast, 2-Part/4-Part Reeving, Standard Hoist Winch, Off-road (Jobsite) Axles, Generator, (1) Set of Manuals. Unit #9918. *Located in Wisconsin Dells, WI. **POR***

**2. Terex/Comedil CBR 40H-4, S/N G8507045** (2007) 4-USt, 131' jib, 74'/84'/106' hook heights, full concrete ballast, 2-part/4-part reeving, standard hoist winch, off-road (jobsite) axles, generator, (1) set of manuals. Unit #9945. *Located in Richfield, OH. **POR***

**3. Potain MDT 302, S/N 91919** (2003) 17.6 USt, 246' Jib, (10) KRMT639A Mast Sections, (1) K60/K60 Mast, P602A Anchors (1 Set), Standard Hoist Winch, A/C, 2-4 Part Trolley, 200' Power Cord, Maintenance Davit, (8) Poured Counterweights, (1) Set of Manuals. Unit #8772. *Located in Columbus, OH. **POR***

**4. Potain MDT 412, S/N 90010** (2001) 11 USt, 246' jib, (10) KRMT 839A Mast Sections, (1) K800/KR70 Mast, (1 Set) P802A Anchors, 79kW Hoist Winch, A/C, 2-Part trolley, 200' Power Cord, Maintenance Davit, (6) Poured Counterweights, (1) Set of Manuals. Unit #7988. *Located in Baltimore, MD. **POR***

**5. Potain MD 485, S/N 97258** (2004) 22 USt, 262' Jib, 2-4 Part (SMDM) Trolley, (12) KRMT839A Masts, 220' Power Cord, Full Set Counterweights, Standard 166 LBR50 Hoist Winch, A/C, (1) Set Anchors, (1) Set of Manuals. Unit #8599. *Located in Knoxville, TN. **POR***

**6. Terex/Peiner SK 575, S/N 27022** (2004) 35 USt, 262' Jib, (10) TS213 Masts, Full Set Counterweights, 220' Power Cord, WB 122-160/4F Hoist Winch, A/C, Maintenance Davit, 2-Part Trolley, (1) Set of Manuals. Unit #8635. *Located in Nashville, TN. **POR***

**7. Potain MR 605B, S/N 404782** (2007) Luffing Boom Tower Crane, 35 USt, 197' Jib, (11) KRMT839A Mast Sections, 2-4 Part Block, 108VBR/79kW Luffing Winch, 215LBR/158kW Hoist Winch, 200' Power Cord, Full Ballast, (1) Set of Manuals. *Located in Chicago, IL. **POR***

**SHOP ALL-TERRAIN CRANES** *from 40-900 USt*

**Grove GMK5165, S/N 5130-2063** (2006) 165 USt, Mercedes Diesels, Mercedes Trans, 197' Main Boom, 36'-105' Jib, Aux. Hoist, 20.5R25 Tires, A/C, Boom Dolly, Block and Ball, New Paint. Unit #9314. Located in Orlando, FL. **\$650,000**



**Liebherr LTM 1400 7.1, S/N 072054** (2006) 500 USt, Liebherr Diesels, 197' Main Boom, 276' Luffing Jib, 184' Fixed Jib, Y-Guy Superlift, 445/95R25 Tires, 30-Rear Removable Outriggers. Unit #9343. Located in Cleveland, OH. **\$1,400,000**



**Demag AC 80-2, S/N 81933** (2007) Mercedes Diesels, 164' Main Boom, 30-58' Bifold Jib, Aux Hoist, 525 80R25, A/C, Boom Dolly, Block and Ball. Unit #9954. Located in Columbus, OH. **\$529,000**





**Demag AC40-1 City Crane, S/N 70547** (2004), 40 USt, Mercedes Diesel, 102' Main Boom, 23'-42' Bifold Jib, 17.50R25 Tires, A/C, New Paint. Unit #9229. Located in Atlanta, GA. **\$167,000**



**Grove GMK6250L, S/N 6220-9059** (2003), 250 USt, Cummins Diesels, 236' Main Boom, 43'-124' Jib, Aux Hoist, 20.5R25 Tires, A/C, Boom Float Kit, Boom Removal Kit, Hydraulic Quick Disconnect for Outrigger Beams, Boom Dolly, Block and Ball. Located in Elk Mound, WI. **\$729,000**



**Grove GMK5240, S/N 5200-8288** (2004), 240 USt, Mercedes Diesels, 197' Main Boom, 125' Jib, Boom Removal Kit, Hydraulic Disconnect for Outriggers, 20.5 R25 Tires, Aux Hoist, A/C, Boom Dolly, Block and Ball, Newer Paint. Unit #C247CN. Located in Mississauga, Canada. **\$685,000**



**Tadano ATF110G-5, S/N 2035237** (2007), 130 USt, Mercedes Diesels, 170' Main Boom, 31'-98' Jib, Aux Hoist, 525/80 R25, A/C, Boom Dolly, Block and Ball, New Paint. Unit #9768. Located in Cleveland, OH. **\$615,000**



**Grove GMK6350, S/N 6300-9099** (2006), 350 USt, Mercedes Diesels, 197' Main Boom, 200' Luffing Jib, 11.5FT offset angle adapter, Aux Hoist, 20.5R25 Tires, A/C, Boom Removal Kit, Hydraulic Disconnect for Outrigger Beams, Removable Rear Outrigger Box, Boom Dolly Block and Ball. Unit #9476. Located in Chicago, IL. **\$950,000**

## NEW EQUIPMENT: Choices and Service Mean Leadership

Are you considering buying new lift equipment? Ask tough questions about the seller.

The fact is, it takes more than great products to be a great dealer. As a new equipment dealer, the ALL Family offers an unmatched lineup — and a direct link between customers and virtually any

type of lift equipment, including cranes, aerial lifts, boom trucks, and industrial/carrydeck cranes. But there's more. It also takes great support. Reliability, quality, parts, and service are the pillars of our proud tradition of integrity, one that proves itself after the sale. Because integrity isn't only in the transaction, it's our business model.

### KOBELCO®

**Complete line dealer.** Kobelco's complete CK series of hydraulic lattice-boom crawler cranes features nine models from which to choose! The ALL Family provides sales, service, and parts for these cranes, which range from 80 USt to 330 USt capacities.

**New dealer partnership.** ALL Crane is the newest Kobelco dealer in the territory covering Ohio, West Virginia, and Western Pennsylvania.

**Crawlers** to 330 USt

See story on page 34.



**ALL**



**TEREX®**

Authorized Distributor

**Complete line dealer.** Terex makes outstanding products that reflect its strong brand. ALL is a tier-one Terex dealer in Ohio, Michigan, Pennsylvania, West Virginia, and Wisconsin. We provide after-the-sale service with highly responsive parts delivery and field service designed to maximize lifetime return on investment.

**Crawlers** to 285 USt

**DEMAG All Terrain** from 60 USt - 1320 USt

**Rough Terrain** from 30 USt - 130 USt

**Truck Cranes** from 40 USt - 80 USt



Members of the ALL Family are authorized dealers for many popular brands of cranes, boom trucks, aerial boom and scissor lifts, as well as telehandlers and trailers.

**NATIONAL  
CRANE**

by Genie

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**POTAIN**

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**CRANES:** MIKE GARRITY, NEW EQUIPMENT DIRECTOR / MIKE.GARRITY@ALLCRANE.COM / 216.524.6550

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**AERIALS:** KRIS KASPAREK, GM ALL AERIALS, LLC / KRIS.KASPAREK@ALLCRANE.COM / 330-558-8290

**BOOM TRUCKS & TRAILERS:** JOSHUA BACCI, GM ALT SALES CORP. / JOSH.BACCI@ALLCRANE.COM / 330.558.8421

## Link-Belt<sup>®</sup>

### C R A N E S

**Complete line dealer.** Link-Belts represent a large part of ALL's rental fleet. And because we believe so strongly in the superior brand, we are an exclusive dealer in Wisconsin as well as in portions of Michigan. We offer parts direct and service for what we sell.

**Crawlers** to 250 USt

**All Terrain** from 210 USt - 275 USt

**Rough Terrain** from 50 USt - 160 USt

**Truck Cranes** from 75 USt - 110 USt



## SHUTTLELIFT

by Manitowoc

**Complete line dealer.** The Shuttlelift line of industrial cranes offers a durable and versatile crane in a compact design. Carrydeck cranes are designed for both indoor and outdoor jobsites and feature telescoping booms and load decks for material handling.

**Carrydeck Cranes** from 15 USt to 20 USt



## AERIALS [www.allaerials.com](http://www.allaerials.com)

ALL Aerials is a dealer for the aerial boom and scissor lift equipment you trust: Genie, Hy-Brid Lifts, JLG, and Skyjack. Uses include general construction, painting, roofing, warehouse work and more. ALL is a dealer for all the top brands and stocks your next aerial lift.

**Aerials** to 185 feet

**Telehandlers** from 5,000 lbs. to 20,000 lbs.



**SKYTRAK**  
manac

**HY-BRID LIFTS<sup>®</sup>**  
SKYJACK

**TEREX<sup>®</sup>**  
KOBELCO

**LANDOLL**

**Manitex<sup>®</sup>**  
SkyCrane

**JLG<sup>®</sup>** **Genie<sup>®</sup>**

# 17 NEW LIEBHERR UNITS JOIN FLEET

Known for their foresight regarding industry needs, ALL makes it a regular practice to monitor new equipment and technology trends. In 2017, ALL went right for two new Liebherr models even before the machines made their North American debut.

## POWERFUL, VERSATILE, AND ROADWORTHY: THE LIEBHERR LTM 1450-8.1 ALL-TERRAIN CRANE

ALL has a history of working with manufacturers to obtain the newest and best machines, sometimes even before they're introduced at the biggest equipment trade show in America.

That was the case with the two 500-USt Liebherr LTM 1450-8.1 all-terrain cranes ordered at CONEXPO-CON/AGG 2017 and delivered in December.

With a powerful 279-foot telescopic main boom and a full range of lattice jib attachments, this new Liebherr AT can handle jobs at — and often above — its 500-ton capacity. The LTM 1450-8.1 was manufactured to accommodate a variety of transport weight and machine axle configurations, making it one of the most road-friendly 8-axle ATs on the market.

The LTM 1450-8.1 was designed with Liebherr's VarioBallast® ballast adjustment system, a great benefit on constricted sites. The system adds capacity when needed, but still allows the nimble AT to work in spaces where many other large cranes simply will not fit. There is great potential for the machine on wind farms, refineries, and chemical plants, and erecting tower cranes is right in its wheelhouse, too.

"In addition to its tremendous power and versatility, the LTM 1450-8.1 offers both nationwide ease of transport and minimal setup time," said Hutton Strader, business

development specialist for ALL. "That means more uptime and profitability for our customers."

For a national crane rental company like ALL, whose machines move frequently from yard to yard and state to state, the new 1450-8.1 easily adapts when traversing states with strict axle load limits, explained Strader.

"Boom sections two through six are completely removable, so just the first main boom section remains. Front and back outriggers can also be removed. All of this makes for a lighter crane. This is also Liebherr's

fourth mobile crane to feature their single-engine concept, which not only makes for a stronger crane by redistributing the saved weight for structural enhancements, but

also reduces engine maintenance

by half."

Finally, the LTM 1450-8.1 doesn't require a special trailer or need a superlift system to increase lifting capacity. Some of Liebherr's other large ATs have a Y-guying, or superlift, system, but that can mean extra loads to transport. The LTM 1450-8.1's ability to achieve greater capacities without the use of a superlift saves time during setup, reduces costly trailer loads, and allows for large jobs in confined spaces. ♦





“Liebherr feels the pulse of the market and produces excellent equipment that meets current challenges with groundbreaking advancements,” said Michael L. Liptak, president of the ALL Family of Companies. “We placed the orders at CONEXPO-CON/AGG 2017 and finally the 17 new

Liebherrs have arrived — two all-terrain and 15 rough-terrain machines. They’re agile, durable, and ready to work across our North American footprint to help fill the needs of our customers.” ♦

## THE LIEBHERR LRT 1090-2.1 ROUGH-TERRAIN CRANE: AN OPERATOR’S DREAM OF EASE AND EFFICIENCY

The new 100-USt Liebherr LRT 1090-2.1 rough-terrain crane not only marks Liebherr’s re-entry into the rough-terrain market but also demonstrates the ALL Family of Companies’ appreciation for advanced technology that makes equipment more efficient. ALL placed its order for 15 of the new RTs before they debuted at CONEXPO-CON/AGG 2017 and is preparing for delivery as this issue goes to press.

Hutton Strader, business development specialist for ALL, is impressed. “RTs are the backbone of our fleet and in high demand, so we’re sure that once customers see what the 1090 can do, they will welcome it as one of the smartest machines they could have on their site,” he said.

The LRT 1090-2.1 is Liebherr’s first offering in the RT market since the mid-1990s. Guided by extensive market research and analyses into the requirements for the modern RT, the company engineered the new machine specifically to make the operator’s job easier.

The LRT 1090-2.1 includes Liebherr’s exclusive VarioBase® monitoring system, which enables each outrigger to be extended to a different length while delivering constant updates to the load-moment indicator (LMI). By calculating

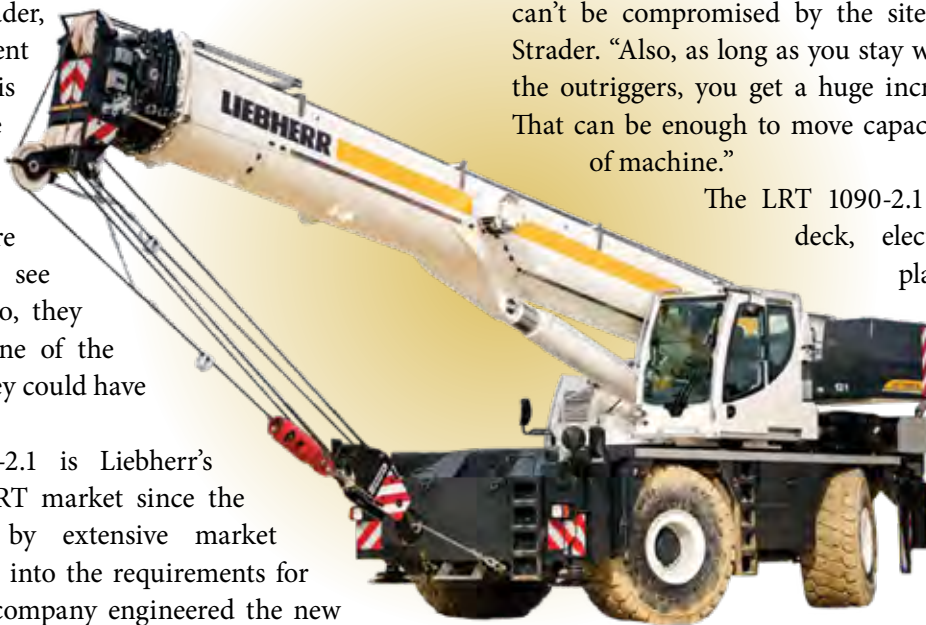
precise maximum load capacities, VarioBase can help inform safer assembly and lifts.

In particular, the VarioBase system is ideal for maintaining safety in the tight spaces common on urban and industrial job sites.

“These tight spots are the RT’s domain, and the VarioBase feature makes the LRT 1090-2.1 a great choice when the chart can’t be compromised by the site’s limitations,” explained Strader. “Also, as long as you stay within about 20 degrees of the outriggers, you get a huge increase in allowable radius. That can be enough to move capacity up into the next class of machine.”

The LRT 1090-2.1 also incorporates a flat deck, electrically extendable cab platform, and multiple ladders to minimize fall risk. Operators will also appreciate amenities like a wider-than-standard cabin that tilts backward to provide greater comfort when hoisting loads to great heights.

“This new LRT line is going to make both an operator’s day better and a customer’s job more efficient. That’s the point of our seeking advancing technology,” said Strader. ♦



SHOP **CRAWLER CRANES** from 40-1,000 USt**NEW****Kobelco CK800G-2**

With its excellent size and transportability, this unit has a class-leading load chart. The 3-boom machine is a great bridge crane and can handle anything on your site — from driving piles to transporting steel.

- Capacity 80 USt; max boom length 200'
- Max. Boom + Jib Length: 180'
- The CK800G-2 features a new engine that complies with the latest EPA Interim Tier IV standards. The CK800G-2 also features new energy saving assist systems known as the "G-modes, which can achieve up to a 30% savings in fuel consumption.
- Compact structure allows for greatly improved transportability.
- Larger cab design with LMI touch screen.

See story on page 34.



1



2

**Manitowoc 888: S/N 8881241** (1999), 230 USt, Cummins M11 Turbo Diesel, 200' Main Boom, 40' Jib. Unit #9178. Located in Orlando, FL. **Call**



3

**Link-Belt TCC-750, S/N R8KO-1879** (2010), CAT C6.6 Turbo Diesel, 75 USt, 115' Main Boom, Aux Hoist, Block & Ball. Unit #10359. Located in Baton Rouge, LA. **\$459,000**



4

**Link-Belt LS248H SII, S/N H3I9-1810** (1999), 200 USt, Isuzu Diesel, 160' Main Boom, 2 Drums, Fresh Paint in 2013, Tracks Rebuilt in 2015. Unit #7002. Located in Hamilton, ONT, Canada. **\$539,000**



5

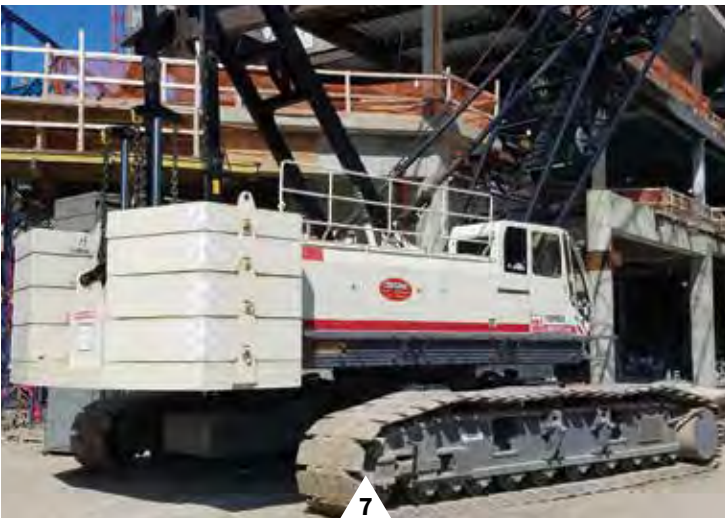
**Link-Belt LS218H, S/N B6LI9-0766** (1999), 100 USt, Mitsubishi 6D24 Diesel, 160' Main Boom, 2 Drums. Unit #6758. Located in Baton Rouge, LA. **\$279,000**





6

**Manitowoc 777, S/N 7771018** (1997), 175 USt, Cummins 6CTA8.3L Turbo Diesel – replaced in 2012, 180' Main Boom, 40' Jib, 2 Drums, Machine was rebuilt in 2017. Unit #8820. Located in Kaukauna, WI. **Call**



7

**Terex HC 165, S/N AC4283** (2008), 165 USt, Cummins QSC8.3 Turbo Diesel, 160' Main Boom, 2 Drums. Unit #9998. Located in Hammond, IN. **\$725,000**



8

**Favco 40T, S/N FFC38-313** (2004), 40 USt, CAT Turbo Diesel, 100' Main Boom, 1 Winch, Newer Paint. Unit #8632. Located in Pittsburgh, PA. **\$143,000**



9

**Manitowoc 4100W Series 2, S/N 41491** (1978), 230 USt, Cummins Diesel, 180' Main Boom, 40' Jib, 2 Drums, Fully rebuilt in 2011. Unit #7591. Located in Charleston, SC. **\$395,000**



10

**Link-Belt LS138H-5, S/N N9J5-8143** (2005), 80 USt Mitsubishi Diesel, 160' Main Boom, 3rd Drum, Free Fall. Located in Atlanta, GA. **\$325,000**



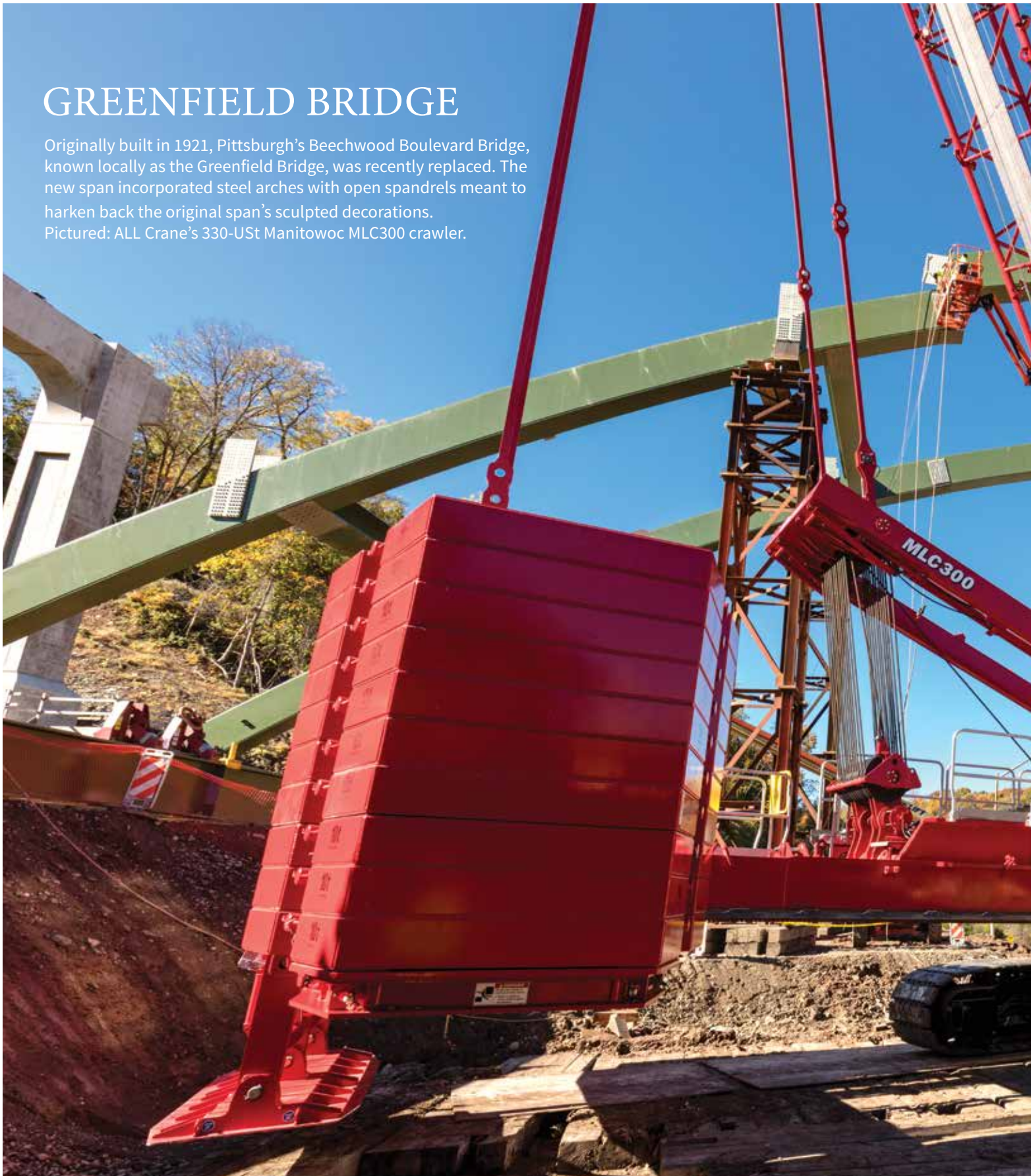
11

**Manitowoc 2250 Series 3, S/N 2251114** (2001), 300 USt, Rebuilt Cummins Diesel, 200' Main Boom, Free Fall, Maxer Prepped, Luffer Prepped. Unit #8879. Located in Pittsburgh, PA. **Call**



## GREENFIELD BRIDGE

Originally built in 1921, Pittsburgh's Beechwood Boulevard Bridge, known locally as the Greenfield Bridge, was recently replaced. The new span incorporated steel arches with open spandrels meant to harken back the original span's sculpted decorations. Pictured: ALL Crane's 330-USt Manitowoc MLC300 crawler.









## CASE STUDY

# NOTHING BUT NET

DAWES RIGGING & CRANE RENTAL SCORES  
IN CONSTRUCTION OF THE NEW HOME  
OF THE NBA'S MILWAUKEE BUCKS.



**I**t was inevitable that building a new basketball arena in hoops-happy Milwaukee, Wis., would become an event unto itself. The city's 50-year love affair with its hometown NBA team, the Bucks, is well documented. The team's original home arena, aptly named MECCA, is still fondly remembered by fans for its seats close to the action and colorful rainbow "M"s decorating the

floor. The Bucks played there from 1968 to 1988, when they moved into then-newly built Bradley Center, which never caught on with fans.

So plans to build a new \$500 million basketball and event arena were met with high expectations. Construction of the tentatively named Wisconsin Entertainment and Sports Center began in June 2016, and completion is expected

this year.

Concept drawings ignited the fan base — the new arena will feature sweeping curves, striking glass accents, and a hand-crafted zinc patina. The building will evoke motion even while standing still.

Crane work for such an ambitious and important project wasn't left to just

*continued on page 26*









*continued from page 24*

any company. The job went to Dawes Rigging & Crane Rental, a member of the ALL Family of Companies. Sales manager Kirk Williams said as many as 10 Dawes cranes were on the site at any given time.

“Our cranes were everywhere,” he said. “We worked with the steel erector, with the glass guys outside, assisted in installing the HVAC system in the roof, and more.”

Placing the 135,000-pound steel truss sections in the roof posed the biggest challenge. “It was a controlled pick, inside the bowl, with very little room,” added Williams.

Two Manitowoc 16000 lattice boom crawlers were used to set the trusses in two-piece sections. First, the shorter piece went up, was turned 90 degrees,

and set on a shoring tower. Then the longer piece was lifted and held as the two pieces were attached in the air. On and on this went as the roof took shape.

As this portion of the job neared

its conclusion, Dawes crews knew a challenge was coming. They had prepared for it before the job ever started.

“When all the steel was put together and closed out, it left a very small window

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*“Knowing that every time you drive by, you’ll be able to look at it and know you played a part in making it a reality ... it’s a great feeling.”*

---

with our booms poking up over the roof,” said Williams. “Willie Schneider, our service manager, suggested we ask Manitowoc to write up a procedure especially for this job, so we’d be certain





we could walk the cranes out at such a low boom angle.”

Standard charts don't cover lowering the boom to the side, over the tracks, while walking and swinging the crane. The special Manitowoc procedure spelled out how operators needed to tip down the booms under the roof structure and then move side-to-side. Lowering the boom and moving the crane had to be done simultaneously, in one fluid motion. Dawes operators accomplished the task without a hiccup.

With multiple crews working on the arena at the same time, it wasn't unusual to see three cranes working on the inside, various truck cranes on the outside setting steel, and smaller cranes helping construct the skywalk from the parking deck to the arena.

Two Manitowoc 999 crawlers were employed for steel erection before setting the girders. A Manitowoc 888 was assigned the task of taking apart an existing parking structure that needed to come down to make room for the arena construction. A Link-Belt HTC-86100 rough-terrain crane saw plenty of use as the elevator for the various contractors on the job site.

In all, Dawes equipment was on the job site for nearly nine months. Williams said everyone who worked on the job took pride in being involved in a project that will reshape downtown Milwaukee for decades to come.

“This is a big deal for Milwaukee,” said Williams. “Knowing that every time you drive by, you'll be able to look at it and know you played a part in making it a reality ... it's a great feeling.” ♦



SHOP **BOOM & SCISSOR LIFTS** from 10-185 ft  
**MATERIAL HANDLERS** from 5,000-20,000 lbs



**Snorkel TB60, S/N S0808020190** (2008) Deutz Diesel Engine, Foam-Filled Tires, 60' Telescopic Boom, 4x4. Unit #K2229. Located in Richfield, OH. **\$18,000**



**MEC Titan Boom 40-S, S/N 1240035** (2010) 40' Telescopic Boom, 4x4. Unit #K2513. Located in Hammond, IN. **\$50,000**



**JLG 400S, S/N 0300104751** (2007) Deutz Diesel Engine, Generator, 40' Telescopic Boom, 4x4. Unit #K1729. Located in Alsip, IL. **\$15,000**



**Snorkel TB126J, S/N SP06073** (2006) 126' Telescopic Boom, 4x4. Unit #DL1989MLW. Located in Milwaukee, WI. **\$45,000**





5

**Genie Z-135/70, S/N Z13508-638** (2008) Deutz Diesel Engine, Foam-Filled Tires, 135' Articulating Boom, 4x4. Unit# K2072. Located in Pittsburgh, PA. **\$67,500**



6

**Skyjack ZB2044-44, S/N 85800055** (2013) 44' telescopic reach. Unit #10677. Located in Madison, WI. **\$190,000**



7

**Lull 1044C-54, S/N 0160045344** (2012) Cummins Diesel Engine, Foam-Filled Tires, 10,000-lb Capacity, Enclosed Cab, Strobe, Work Lights, 50" Tilt Carriage, 48" Forks, 54' Telescopic Reach. Located in Pittsburgh, PA. **\$90,000**



8

**JLG G12-55A, S/N 0160041599** (2011) Cummins Diesel Engine, 12,000-lb Capacity, Enclosed Cab, Work Lights, 55' Telescopic Reach. Unit# 10471. Located in Nitro, WV. **\$73,000**



# GOOD CHEMISTRY

ALL CRANE RENTAL OF TENNESSEE IS  
“LIKE FAMILY” TO EASTMAN CHEMICAL.

**K**eeping a chemical plant operating productively and efficiently is a complicated task. When you find a strategic partner you can rely on, you maintain that relationship. Even if they're 100 miles away.

That's the situation for the Eastman Chemical plant located in Kingsport,

Tenn. Eastman's manager of lifting services, Gary Arwood, frequently calls on ALL Crane Rental of Tennessee for support, even though the branch is located all the way in Knoxville.

Eastman is a global company, and the Kingsport plant produces a broad range of chemicals, fibers, and plastics found in paints, adhesives, textiles, bottles,

pharmaceuticals, medical devices, and more.

The plant is a massive facility that spans both banks of the South Fork Holston River. It has nine cranes of its own to handle the constant projects. However, there's so much going on that often this standby fleet needs augmenting. That's when Arwood calls on ALL Crane. He





Eastman Chemical Company. The company is headquartered in Kingsport, Tennessee, USA and employs approximately 14,000 people around the world.

knows he can rely on their responsiveness and expertise.

The geographical distance between the two entities has never been an issue. “Whatever I need, I have it that day or the next, at the latest,” he said.

The relationship began nearly a decade ago, when Arwood realized he needed to expand support for his own crane teams.

“At a chemical plant, there is always a focus on maintaining equipment, and a lot of that maintenance requires the use of cranes,” said Arwood. “Jobs can include removing production equipment from buildings or setting new equipment, removing and replacing piping, and

changing relief valves on top of buildings. There also are construction projects, where cranes are needed for steel erection, taking off siding, and taking off roofs.”

Arwood said ALL Crane’s professionalism and flexibility stand out. “Sometimes our work requires 24-hour coverage because we only have a small window of time to complete it,” he said. “Other times, we might need crews to be on site for extended periods, up to several months. No matter what we need, ALL Crane of Tennessee is there.”

Arwood also appreciates the breadth of ALL Crane’s fleet. Because Eastman’s largest-capacity crane is 250 USt, ALL Crane’s vast fleet has come in handy

for the plant’s heavy-duty jobs. The Knoxville branch even facilitated bringing in a 550-USt crane to the plant from ALL Crane & Equipment Rental Corp. in Nitro, W.Va. This ability to allocate resources from different branches is another factor that helps ALL Crane stand out.

“At this point, the ALL Crane guys are an extension of our own Eastman family,” summed up Arwood. “They know their way around the facility, understand our needs and our safety procedures. They’re a great group to do business with.” ♦

SHOP **BOOM TRUCKS** *from 8-80 USt*

1

**NEW Terex RS70100**, 35 USt, 100' Main Boom, Propane Heater in Operator's Cab Mounted on a Freightliner 108SD. Unit #R1971. Located in Richfield, OH.



2

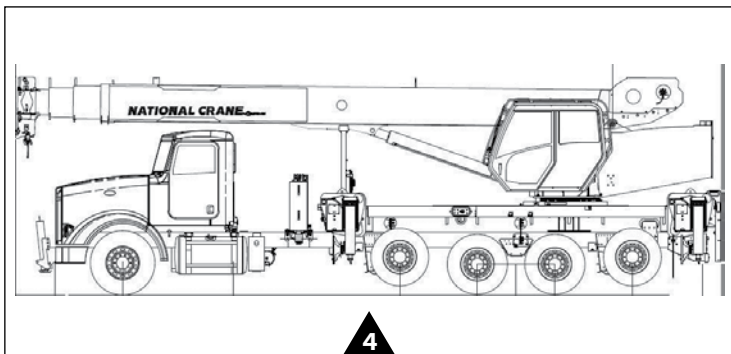
**NEW National 8100D**, 23 USt, 100' Main Boom, 25' - 44' Jib, Super-duty wood bed Mounted on a Freightliner 108SD. Unit #R1998. Located in Richfield, OH.



3

**NEW National 8100D**, 23 USt, 100' Main Boom, 25' - 44' Jib, Oil Cooler Mounted on a Freightliner 114SD. Unit #R1978. Located in Richfield, OH.





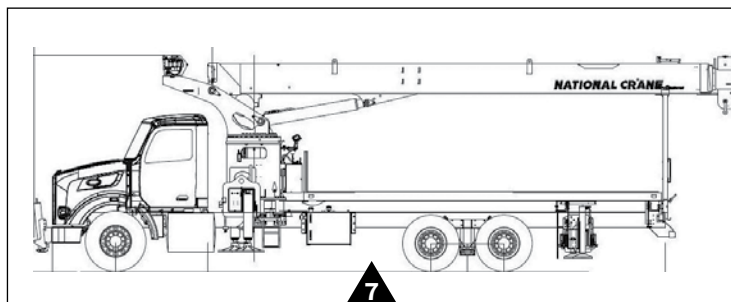
**NEW National NBT45127-1**, 45 USt, 127' Main Boom, 31' - 55' Jib, Federal Bridge Law Legal Mounted on a Peterbilt 367. Unit #R1989. Located in Richfield, OH.



**NEW Manitex 1970C**, 19 USt, 70' Main Boom, 24' - 41' Jib, Front Bumper Stabilizer for 360° Load Chart Mounted on a Freightliner 108SD. Unit #R1923. Located in Richfield, OH.



**NEW Manitex TC40127S**, 40 USt, 127' Main Boom, 30' - 55' Jib, Mounted on a Peterbilt 567, Auto Trans. Unit #R1953. Located in Richfield, OH.



**NEW National NBT30H2110**, 30 USt, 110' Main Boom, 25' - 44' Jib, Oil Cooler Mounted on a Peterbilt 567. Unit #R1955. Located in Richfield, OH.



**NEW National NBT50128**, 50 USt, 128' Main Boom, 26' - 45' Jib, Mounted on a Peterbilt 567. Unit #R1959. Located in Richfield, OH. (Not as Pictured).

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# WELCOME KOBELCO

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LAST SUMMER, THE ALL FAMILY OF COMPANIES  
BECAME AN AUTHORIZED DEALER FOR  
KOBELCO CONSTRUCTION MACHINERY USA.

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ALL Crane is the exclusive dealer for Kobelco's complete CK series of hydraulic lattice-boom crawler cranes in the territory covering Ohio, West Virginia, and Western Pennsylvania. The ALL Family provides sales, service, and parts for these cranes, which range from 85-US<sub>t</sub> to 275-US<sub>t</sub> capacities. In the months since the announcement, both sides have felt encouraged that the partnership will be a lasting and fruitful one.



### Strong Territories

Kobelco has a robust reputation for highly valuing the territories of its individual dealers, of which there are 18 across the U.S. and Canada. This distinction was one of many factors that made the partnership attractive to ALL Crane.

"Kobelco is dedicated to providing a nationwide dealer network in which the manufacturer/dealer relationship is valued and nurtured and where each dealer's territory is exclusive and respected," said Michael L. Liptak, president of ALL. "As Kobelco's partner, we will maximize the ownership experience for every customer in the territory."

"We wouldn't be where we are without our dealers," added Blake Nommensen, sales manager of Kobelco Construction Machinery USA. "We rely on them not just for sales, but also for service and support after the sale. This is just one of the reasons why it's important to protect these sales territories."

*continued on page 36*

### KOBELCO'S VIEW

Sales manager Blake Nommensen said: "The ALL Family of Companies runs their business unlike any other national rental company. Having ownership involvement means decisions can happen quickly, which is vital in the crane business. Every branch I've been to has been uniformly fantastic. People who take pride in their work, top-of-the-line equipment that is well-maintained. And not just the rental stock — the trucks used for transportation, everything. It's a first-class organization. I only wish we'd joined forces sooner. We're extremely optimistic about the future."

continued from page 35



L to R: Dan Gold, CEO of Kelley Steel, Michael LiPuma, sales specialist and territory manager from ALL's Northeast Ohio branch, and Blake Nommensen, sales manager of Kobelco Construction Machinery USA, mark the sale of ALL's first Kobelco crane to Kelley Steel in December.

# KOBELCO®

## Kobelco CK800G-2

With its excellent size and transportability, this unit has a class-leading load chart. The 3-boom machine is a great bridge crane and can handle anything on your site — from driving piles to transporting steel.

- Capacity 80 USt; max boom length 200'
- Max. Boom + Jib Length: 180'
- The CK800G-2 features a new engine that complies with the latest EPA Interim Tier IV standards. The CK800G-2 also features the new energy-saving assist systems known as the "G-modes," which can achieve up to a 30% savings in fuel consumption.
- Compact structure allows for greatly improved transportability.
- Larger cab design with LMI touch screen.

## First Sale

In December, the ALL Crane dealership made its first sale. A key ceremony was held at the Cleveland yard, where the buyer, Kelley Steel Erectors, officially took possession of its new crane. The Cleveland-based contractor purchased an 80-USt capacity Kobelco CK800G-2. With a main boom ranging from 50 to 200 feet and 30 to 60 feet of jib, the crane has remained in the local market to work on a full slate of steel erection and general construction projects.





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## KOBELCO CRANE FEATURES

Kobelco's goal as a global leader is to pursue smart engineering and environmentally conscious manufacturing and operation, with solutions to meet the environmental requirements of next-generation cranes.

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### ECO-FRIENDLY ENGINE:

The CK800G-2 model features a Hino engine that complies with EPA Tier IV Final standards. The crane is also designed with an energy-saving assist system that can achieve up to a 30% savings in fuel consumption. Reliability and quiet operation are other benefits.



### INTUITIVE CONTROLS/LMI:

The G-series cab gives the operator better visibility, mobility, and a relaxed environment to enhance efficiency. The cab is on an isolated base frame that reduces vibration. Shortened levers allow for precise operation and smooth, consistent performance. The LMI (Load Moment Indicator) has an intuitive touchscreen monitor that gives the operator an easy-to-use full display of essential data.

**SHOP INDUSTRIAL CRANES** *from 8-25 USt***1**

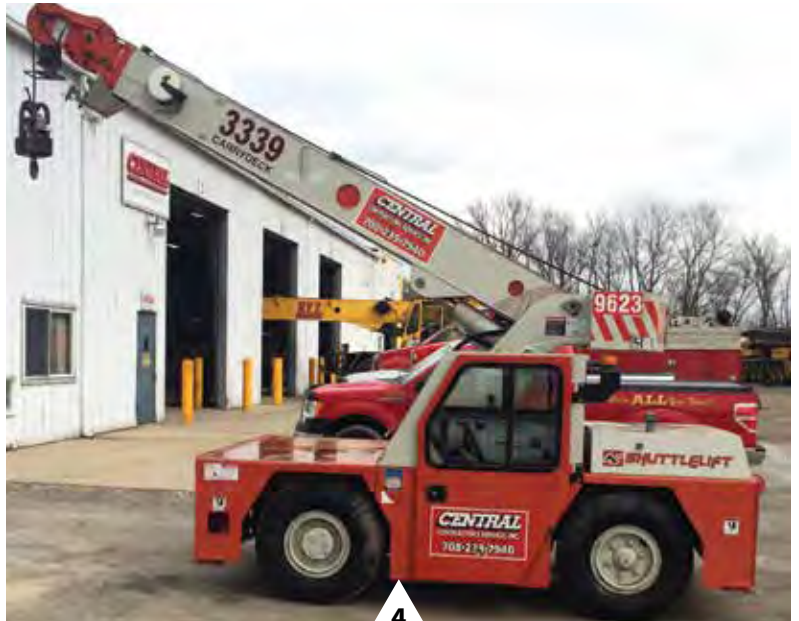
**Broderick IC-80-3G, S/N 576091** (2007) 8 USt, GM Dual Fuel, 30' Main Boom, 10' Jib. Unit #9826. Located in Orlando, FL. **\$42,000**

**2**

**Broderick IC-250-3C, S/N 33939250** (2012) 18 USt, Cummins Diesel, 60'7" Tip Height, 20' Jib, 4-Wheel Drive, Enclosed Cab, Working Lights. Unit #10511. Located in Atlanta, GA. **\$155,000**

**3**

**Broderick IC-200-3F, S/N 187665** (2008) 15 USt, 4.3L, 50' Main Boom, 15' Jib, Enclosed Cab, Working Lights. Unit #DL1120. Located in Mississauga, ONT, Canada. **\$72,000**

**4**

**Shuttlelift 3339, S/N 199112-06** (2006) 9 USt, Capacity, Cummins Diesel, 32'10" Main Boom, 18' Tele Jib, Enclosed Cab, Working lights, Headlight and Taillight Grilles. Unit #9623. Located in Hammond, IN. **\$40,000**





**Shuttlelift 7755, S/N 320704** (2007) 22 USt., Cummins Diesel, Auto Trans, 67' Main Boom, 17' Jib, Enclosed Cab. Unit #9770. Located in Pittsburgh, PA. **\$95,000**



**Shuttlelift 5540F, S/N 320698** (2007) 15 USt, Cummins B3.3L Diesel, 41' Main Boom, 15' Jib, Enclosed Cab with Heat & Defrost, Headlight and Taillight Grilles. Unit #9806 Located in SC. **\$60,000**



**Grove YB7720XL, S/N 320349** (2005) 20 USt, Cummins Diesel, 67' Main Boom, 17' Jib, Enclosed Cab, Working Lights. Unit #8877. Located in Mobile, AL. **\$67,000**

**SHOP TRUCKS & TRAILERS**

**Peterbilt 389 SX** (2009) 600 HP, Fuller RTL018918B 18 Speed, Cruise Control on Shift Lever, Double Frame, Holl Air Slide Fifth wheel, 14,600 lb front Axle, 46,000 Rear, Air Trac 46,000 lbs, Painted Aluminum Air Tanks, Aluminum Wheels, Dual 120 Gal Fuel Tank BOC, Platinum Interior, Moto-Mirrors, and much more. **POR**



**Shop NEW trailers  
through ALT Sales, an  
authorized dealer for  
Landoll and Manac.**



**Manac** (2006) Hi-Flat Tri Axle Trailer, Air Ride 48' x 102. Unit #CL1588. Located in North Charleston, SC. **POR**



**Talbert** (1989) Beam Trailer Model T3BDW45, 27' Well 13'6" with the flip axle down. Unit #CL1039. Located in Indianapolis, IN. **POR**





4

**Peterbilt 379** (2005), Multiple trucks (2000 to 2006) similar specs, Cat C15 Diesel 475 HP, RTLO18918B Fuller 18-Speed Transmission, 11R 24.5 Tires, 3.73 Ratio, 832,679 Miles, 14,600-lb Front Axle & Suspension, 46,000 Rears, 260" Wheel Base, Diver Control Diff Locks, Pete Air Trac w/ Dump Suspension, Aluminum Wheels, 63" Ultracab Sleeper, Power Windows and Locks, and much more. Unit #CL1452. **POR**



5

**Landoll 455-53** (2015), 20,000 lb Winch 2-Spd, Aluminum Wheels, Wireless Remotes, Strobe Pkg, Hot Dip Galvanizing, Pressure Guard Air Inflation. **POR**



6

**Manac** (2010), Double Drop 48', Bed 27' 6", Air Ride, Closed Tandem. Unit #X866. Located in Indianapolis, IN. **POR**



7

**Talbert** (1988), Lowboy, 3 Axle, 60 Ton. Unit #CL1027. Located North Charleston, SC. **POR**



8

**Talbert T(4)DW-45-HRG-1-T1-RC Lowboy** (2003), S/N 22854, 45 Ton, 3 Axle, Flip Axle, Open Well, Dropside, 255/70R22.5 Tires. Unit #CL660. Located in Nitro, WV. **POR**

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## LOOKING BACK

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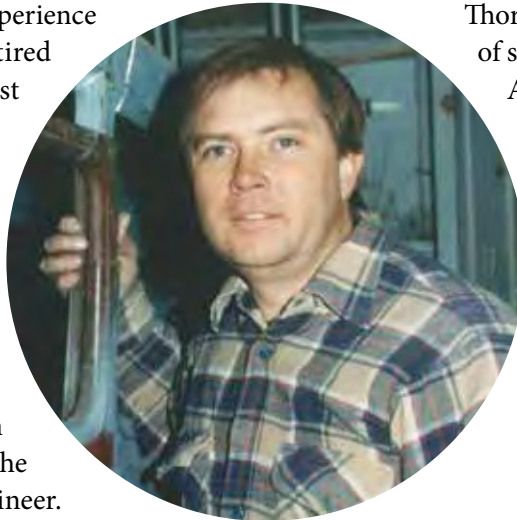
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### CLAY THORESON: PASSING THE TORCH

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**C**lay Thoreson, with 45 years' experience in the tower crane industry, retired from the ALL Family this past January. He will be missed.

Thoreson joined ALL in 2010, becoming only the second GM of ALL Tower Crane. He was instrumental in the division's growth and success. He was also instrumental in finding and mentoring Sam Moyer, the tower crane division's new general manager, whose story with ALL began four years ago when he interviewed with Thoreson to become the company's first in-house structural engineer.



Thoreson, circa 1997

Thoreson previously served as vice president of sales and marketing, tower cranes (North America) for the Manitowoc Crane Group, where for nine years he helped build a North American tower crane team. The boards, committees, and subcommittees on which he gave unselfishly of his time moved the industry far forward. He will be forever recognized as an industry legend. And he will be forever a member of the ALL Family. ♦

Welcome to Sam Moyer, GM, ALL Tower Cranes. Story begins on page 8.