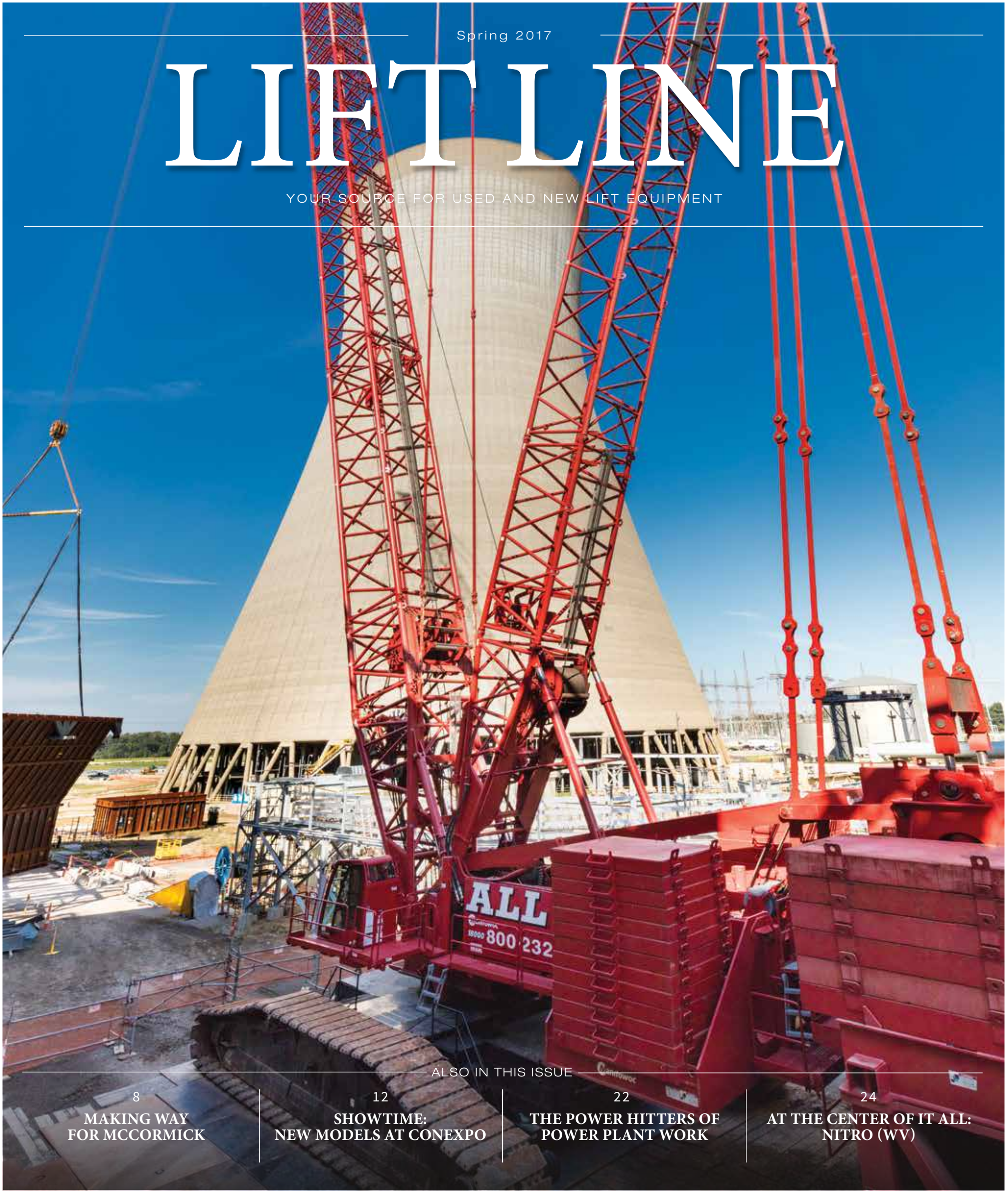
Spring 2017

LIFT LINE

YOUR SOURCE FOR USED AND NEW LIFT EQUIPMENT



ALSO IN THIS ISSUE

Regional Sales Managers

US Northeast:
Shaune Rados
(216) 986-5190
Shaune.Rados@allcrane.com

US North & Northwest:
Steve Challoner
(414) 453-5335
Steve.Challoner@allcrane.com

US South & Outside of North America:
Steve Salvatore
(216) 524-6550
Steve.Salvatore@allcrane.com

Canada:
Jason Hanna
(905) 795-1090
Jason.Hanna@allcrane.com

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.

Scan this QR code with your smartphone to jump to our equipment database online.

SIGN UP
Get on our mailing list!

Update, add, or remove from mailing list. If you have had a change of address, or to to subscribe or STOP the magazine, please contact us at **marketing@allcrane.com**, subject line "Mailing List."

Page 8

Page 22

Page 24

Page 34

Contents

Cover: A Manitowoc 18000, equipped with 240 feet of main boom, a 190-foot luffing jib, and a MAX-ER attachment to increase capacity, placed ductwork for a six-story structure that includes a 30-square-foot steel catalyst chamber.

Perspective: Bigger Is Better in Nitro

I've been working for the ALL Family of Companies for more than 20 years. To give that some context, few of my friends have had a job at one place for even half that time.

My story has been marked by many milestones, two of which demonstrate the kind of opportunity to be found at the ALL Family of Companies. The first milestone: I started out on the wash pad here when I was in college. The most current: I'm now the branch manager in Nitro, West Virginia.

This career path has afforded me a wonderful point of view from which to comment on how the company and, with it, the industry, has adapted to incorporate regional, national, and even global approaches to business.

Take, for instance, the story of our Nitro branch. In 2010 we moved into a new facility in response to increased business. Business continued to grow as ALL created transportation pathways between the ALL branches. These well-traveled routes moved equipment, parts, and people through the branch network. More and more work flowed to Nitro as we grew our service expertise.

Meanwhile, ALL developed procedures across the entire North American enterprise, allowing logistics, maintenance, and service technicians to communicate more easily and increase efficiency. The goal was to minimize empty trucks and to maximize uptime for the equipment. The big lesson we learned from the stepped-up communications is becoming reality as we speak; that is, hubs for major repairs—mirroring our complete village of shops at headquarters—can make the individual shops at each yard more efficient.

And that brings me to today. In this issue, we invite you to "tour" our new addition—the new Nitro annex only a mile down the road. It's a dedicated service center, employing scores of highly qualified specialists. From my perspective, it feels good to be able to provide good people with good jobs. It feels good to boost the region with these jobs, and it feels right because we're increasing our ability to provide the best service to our customers.

If the Nitro story parallels my story, it is because they are both stories of continuous, bursting-at-the-seams growth. I guess you could say that, with the addition of the Annex, Nitro is still bursting—but with pride.

Chad Shamblin

General Manager, Nitro (WV)

Say it in six

ALL CELEBRATES HISTORIC WORLD SERIES WIN

Wrigley Field, home of the Chicago Cubs, is under renovation, and Central Contractors Service, Inc. has been a part of the ongoing, multi-year construction project. Pictured, Central's 22-USt Potain MD458B M20 tower crane is featured in the foreground. The Chicago Cubs won the World Series in 2016, a victory not achieved in 108 years. In fact, the last time the Cubs won the Series, Wrigley Field had not yet been built.


WORLD SERIES
CHAMPIONS
WRIGLEY FIELD
HOME OF
CHICAGO CUBS

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

1

Grove RT750 S/N 220559: (1999) 50-USt, CAT 3116TA turbo diesel, 110' main boom, 32' - 56' jib, aux. hoist. Unit #7121. *Located in Richfield, OH.* **$99,000**

2

Link-Belt RTC80100 S/N J7J2-6263: (2002) 100-USt, Detroit Series 40 Turbo Diesel—replaced mid 2009, new paint. Auto trans., 150' main boom, 31' - 85' jib, aux. hoist. Recent Repair/Service history: 2013 complete paint job (except for inner boom sections), including new decals. Removed, resealed, and replaced hydraulic swivel. Repaired sticking micro switches and cleaned electrical swivel. Repaired stabilizer cylinders. Repaired o/r extend cylinders. Repaired o/r beam cylinders and o/r pads. Repaired ATB and sheaves in point and jib. Repaired and replaced grab rails on cab. Replaced or repaired all windows. Unit #DL978MLW. *Located in Milwaukee, WI.* **$365,000**

3

Link-Belt RTC8070 S/N D7J3-6306: (2003) 70-USt, Cummins C8.3L turbo diesel, auto trans. 127' main boom, 39' – 67' jib, aux hoist. Unit #8309. *Located in Elk Mound, WI.* **$230,000**

4

Grove RT760E S/N 223685: (2004) 60-USt, Cummins turbo diesel, 110' main boom, 56' jib, aux hoist. A/C and heated cab. Unit #8467. *Located in Toledo, OH.* **$190,000**

5

Grove RT9100 S/N 221235: (2000) 100-USt, Cummins C8.3L diesel. 114' main boom, 33' - 58' jib, aux. hoist. Unit #7316. *Located in Mississauga, Canada.* **$200,000**

6

Grove RT880 S/N 87183: (1998) 80-USt, CAT diesel – rebuilt 2010 - Replaced starter & alternator. Trans recently rebuilt, approx. 12000 hours. 114' main boom, 33' - 58' jib, aux. hoist. Unit #6478. *Located in Hammond, IN.* **$210,000**

7

Grove RT522B S/N 222389: (2001) 22-USt, Cummins B3.9 turbo diesel, auto trans., 78' main boom, 25' jib. New paint. Unit #7968. *Located in Atlanta, GA.* **$92,000**

8

Terex RT230-XL S/N 16264: (2008) 30-USt, Cummins QSB4.5L turbo diesel, 100' main boom, 26' - 43' jib, A/C & heated cab, aux. hoist. 20.5X25 tires. Unit #10098. *Located in Toledo, OH.* **$179,000**

9

Tadano TR800XXL S/N 545920: (2006) 80-USt, Mistubishi 6D16-970260 diesel, approx. 10,000 hours. Auto trans, 144' main boom, 32' - 58' jib, aux. hoist. Unit #9471. *Located in Tampa, FL.* **$345,000**

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

1

Terex T340-1XL: S/N 14817 (2007) 40-USt, Cummins diesel, Allison trans. 105' main boom, 32'- 49' jib, aux. hoist, A/C and heat in upper and lower. Unit #9893. *Located in Baton Rouge, LA.* **$248,000**

2

Link-Belt HTC-8660 II: S/N L8J7-9673 (2007) 60-USt, CAT diesel, 110' main boom, 51' jib. 15,100-lbs counterweight, aux. hoist. Unit #9778. *Located in Fort Wayne, IN.* **$229,000**

3

Link-Belt HTC3140LB: S/N J8K2-2762 (2012) 140-USt, Cummins diesel. 195' main boom, 10'- 31'- 55' jib, aux. hoist, RCL light bar. 60,000-lbs counterweight. Boom float kit. Unit #DL1155. *Located in Knoxville, TN.* **$990,000**

4

Grove TMS700E: S/N 225824 (2006) 50-USt, can be re-rated to 60-USt easily. Cummins diesel. Approx. 5500 hours, 110' main boom, 33' - 56' jib, aux. hoist. A/C and heat. Unit #9440. *Located in Columbus, OH.* **$315,000**

5

Grove TMS800E: S/N 225526 (2006) 80-USt, Cummins ISM450HP turbo diesel, Eaton trans. 128' main boom, 33' - 56' jib, A/C and heat, aux. hoist. Unit #9346. *Located in Milwaukee, WI.* **$355,000**

6

Grove TMS500E2: S/N 224504 (2005) 40-USt, Cummins ISC 330HP, Eaton Fuller trans. 95' main boom, 26' - 45' jib. A/C and heat. Newer paint. Unit #9164. *Located in Orlando, FL.* **$187,500**

CASE STUDY

MAKING WAY FOR McCORMICK

Three big crawlers and a tower crane are making a fresh connection to the new Collection at McCormick Square in Chicago.

Chicago's famed McCormick Place convention complex is growing, and a member of the ALL Family is assisting with the construction. Illinois-based Central Contractors Service, Inc. is providing cranes and support for the building of the new 10,000-seat, 300,000-square-foot Wintrust Arena and the adjacent Marriott Marquis Chicago hotel. McCormick Place is the largest convention center in North America, attracting almost three million visitors annually.

The new multipurpose sports arena and event center will become the home of the men's and women's basketball teams from DePaul University and also will host concerts and other sports events. The new 40-story Marriott hotel will have 1,200+ rooms and more than 90,000 feet of meeting space. Connecting the new facilities directly to McCormick Place convention center and the existing Hyatt Regency hotel will create the newly named Collection at McCormick Square—linking the venues under one roof.

Central provided four cranes—three crawlers and a tower crane—as well as operators for these projects. Construction began in November 2015, with the venues slated to open this year.

Terex HC 165 crawler

Concrete played a big role in Wintrust Arena's interior, where hundreds of 20-foot-long, 40,000-pound precast concrete sections had to be set as riser seating bases. For six weeks, Central's 165-USt Terex HC 165 crawler crane, equipped with 80 feet of boom, handled the precast sections. The crawler's capacity and maneuverability made it ideal for the job, able to maintain a high lift capacity at a low boom angle while staying under the arena's steel roof trusses.

Manitowoc 2250 crawler

The 95,000- to 100,000-pound roof trusses had been previously set by Central, employing a 300-USt Manitowoc 2250 crawler. The reliable 2250 is right at home handling lift-all-day-every-day major projects like this one. It was on site for a year.

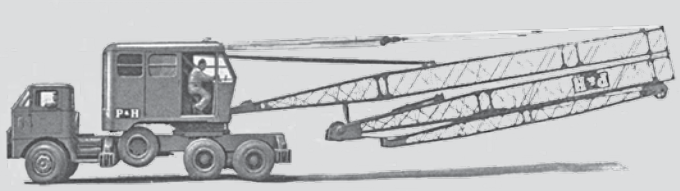
Manitowoc MLC300 crawler

The impressive 330-USt Manitowoc MLC300 worked for several months on construction of the Marriott Marquis Chicago. This thoughtfully designed modern crane offers the benefit of reduced ground pressure with its cutting-edge VPC (variable position counterweight) system. The counterweight moves from front to back of the crane, maintaining the center of gravity while allowing for fewer mats and less ground prep. That saves time and money.

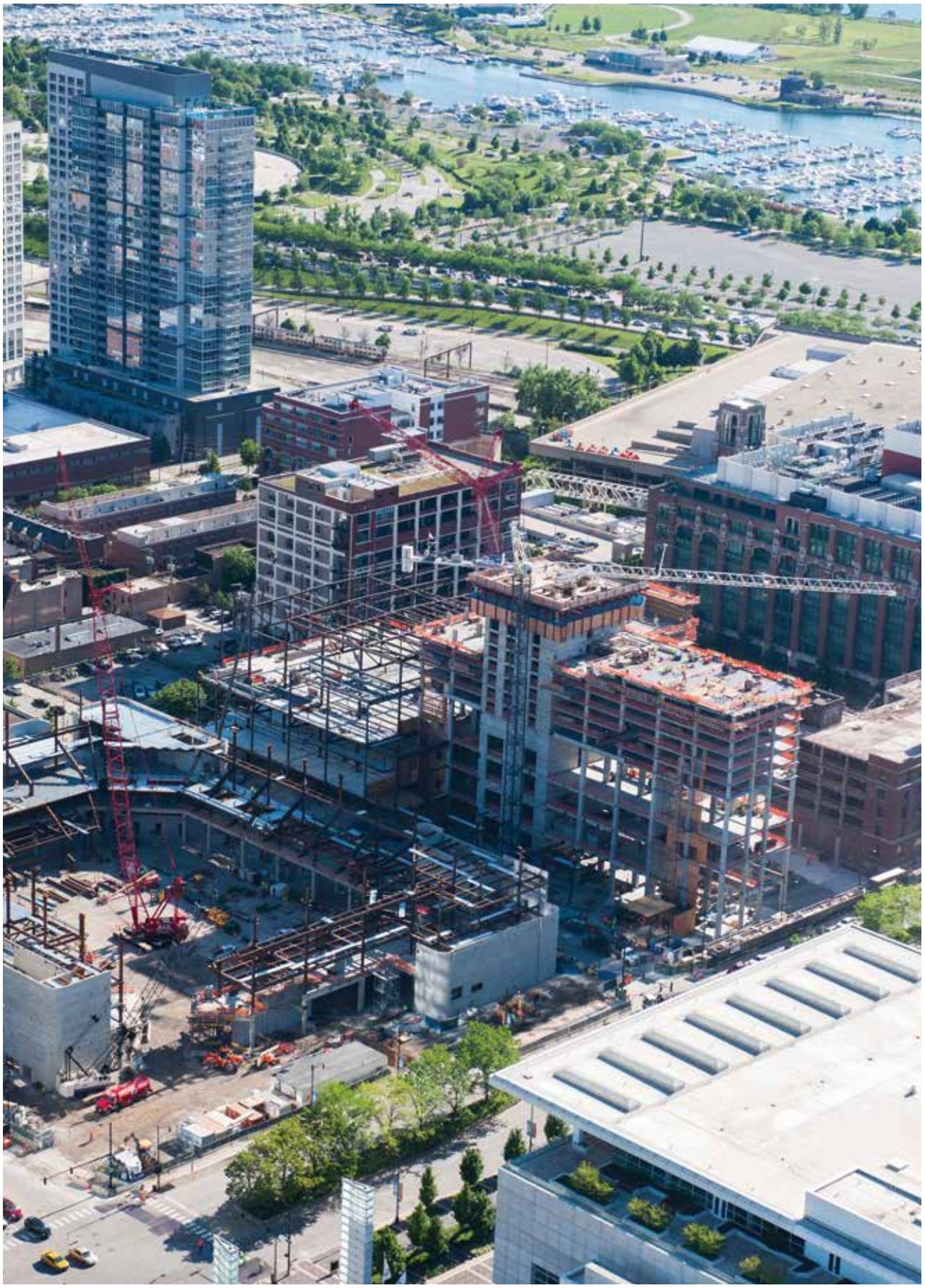
Peiner SK415 tower crane

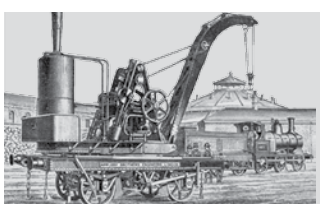
For several months, a Peiner SK415 tower crane also assisted with the hotel's construction. Tower cranes are popular in high-rise projects, especially on congested urban job sites. Erected at the side or center of a site, a hammerhead tower crane like this one grows as the building rises by raising itself from floor to floor using built-in hydraulic jacks. With its advantages of dramatic height and quiet operation, the SK415 was ideal for this Chicago project.

Because each crane was involved during different phases of construction, the customers saw the benefit of ALL's large fleet. Central was able to provide the diverse equipment they needed, exactly when they needed it, for the duration of the project. ◆



This post-WWII P&H truck crane boasts a pin-connected boom. This 1950s innovation gave the manufacturer a distinct edge because it allowed for easier transport and quicker assembly.





The first steam-powered “accident cranes,” or “wreckers,” were built by Appleby Bros. in 1875 specifically to handle railroad wrecks. These machines consisted of a rotating crane body mounted on a chassis fitted with flanged wheels. Appleby built five two-axle, 5-ton-capacity cranes for the Midland Railway and two three-axle, 10-ton cranes for the London & South Western Railway.

SHOP **TOWER CRANES**

1

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, offroad (jobsite) axles, generator, (1) set of manuals. Unit #9918. *Located in Middleton, WI.* **POR**

2. Potain MDT 412: S/N 90010 (2001) 10-USt, 246' jib, (8) KRMT 639A mast sections, (1) K60/K60 mast, (1 set) P600 anchors, standard 79kW winch, 2-4 part trolley, 200' power cord, maintenance davit, (6) poured counterweights, (1 set) manuals. Unit #7988. *Located in Baltimore, MD.* **POR**

3. 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, offroad (jobsite) axles, generator, (1) set of manuals. Unit #9945. *Located in Milwaukee, WI.* **POR**

4. Terex/Peiner SK 415: S/N 918 (2002) 20-USt, 246' jib, (10) TS212 masts, (8) poured counterweights, 220' power cord, (large) WB 122-100 hoist winch, A/C, maintenance davit, 2-trollies, (1 set) manuals. Unit #8068. *Located in Chicago, IL.* **POR**

5. Potain MDT 302: S/N 91919 (2003) 16-USt, 246' jib, (12) KRMT 839A mast sections, (1 set) P802 anchors, standard hoist winch, A/C, 2 part trolley, 200' power cord, maintenance davit, (8) poured counterweights, (1 set) manuals. Unit #8772. *Located in Raleigh, NC.* **POR**

6. Potain MD 485: S/N 97258 (2004) 20-USt, 262' jib, 2-4 part (SMDM) trolley, (12) KRMT 839A masts, 220' power cord, Full set counterweights, standard 166 LBR50 hoist winch, A/C, (1) set anchors, (1 set) manuals. Unit #8599. *Located in Richfield, OH.* **POR**

Prices Upon Request

SHOW

CONEXPO-CON/AGG 2017 is the largest construction equipment tradeshow in North America—where manufacturers debut their new technologies and the industry comes ready to learn.

CONEXPO changes the industry in measureable ways. This is the reset moment when construction engineers and lift planners alike rethink what is

ALL ADDS NEW TELECRAWLERS TO FLEET AHEAD OF PUBLIC DEBUT

Rick Mikut, ALL's crawler crane division manager, describes the new Link-Belt TCC-2500 telecralwer as "a bazooka in what was previously just a quiver of arrows." He continued, "There's just so much upside to this machine."

When Link-Belt introduced its first telecrawler in 2005, the company thought it would be a niche product to ease off-road maneuvering for power line utility applications. Instead, it was embraced by the general construction sector globally, and has continued to grow.

Now, Link-Belt is introducing its highest-capacity telecrawler yet, and ALL is taking exclusive delivery of the first half-dozen units in North America.

Dubbed the TCC-2500, the new unit has a 250-USt capacity. Its lifting power is in line with a 200-ton lattice boom crawler, but with the ability to navigate tight confines and dodge overhead obstructions. The product is so new that it makes its public debut at CONEXPO in March — and so new that the model being shown there is one of the first six purchased by ALL.

ALL has a history with the TCC line, taking the first order of every major model that Link-Belt has introduced, including the TCC-750 (75 USt) in 2009 and the TCC-1100 (110 USt) in 2011. These models remain important to the fleet today.

That history grows even deeper with the TCC-2500 because ALL representatives actually had a hand in its creation. As Link-Belt engineers were brewing up this new largest of the telehandlers, ALL staff members were invited to Link-Belt's test pad in Louisville (KY) to check out progress and offer input. Their feedback was then incorporated into subsequent prototypes of the equipment. It gives ALL the distinct advantage of knowing exactly what it is getting.

"They made adjustments based on our comments on the lifting experience," said Mikut. "It was easier to mak the purchase, because we were given the opportunity to comment on its development."

The TCC-2500 will have incredible job site flexibility for ALL customers. It lifts, reaches, and travels like a large fixed-boom lattice crawler, while also having the ability to retract the boom and reduce its overall profile as conditions require.

It boasts a seven-section pin and latch boom that, at 43.7 feet to 223 feet, is 25 feet longer than the nearest competitor, plus it has the best chart in its class. Features also include a 12-foot, heavy-duty stubby jib for rolling panels. The TCC-2500 is designed to be easy to use, having only eight simple boom extend modes. The attachments will also be sure to impress with a three-piece offsettable fly that measures 12, 40, and 67 feet (3.6, 12.1, and 20.4m) and can also be equipped with two 25-foot (7.62 m) boom extensions for an overall tip height of 346 feet (105.46 m). These attachments with optional hydraulic luffing allow for "up-and-over" capacity like luffing lattice crawlers.

The machine can be shipped to job sites in eight loads and has charts for every possible counterweight configuration. So, if a customer doesn't need all the weights, they do not have to pay to have them shipped. Once on site, it self-erects in just three or four hours.

"Our customers have had tremendous success with Link-Belt telecrawlers," added Mikut. "The TCC-2500 is a welcome addition to our fleet." ◆

250 USt

43.7-ft to 223-ft telescopic boom

TIME AT CONEXPO

possible because, quite simply, the tools in the collective toolbox just got bigger and stronger. Capacity increases aren't the only innovation-making headlines; equipment is also reengineered to be more travelable, more nimble, or more maneuverable on site.

Leading up to the show, ALL added to their fleet. Some of the new equipment will be unveiled as never-have-been-seen product introductions, like the two featured below. Others are 2016 editions of trusted makes and models.

The forerunner of CONEXPO, then called the Road Show, first took place in Columbus (OH) in 1909. The name CONEXPO was coined for the 1969 event. Meanwhile, what is now CON/AGG began in 1928 in Detroit (MI), and became the Concrete and Aggregates Show in 1970. These expositions became two of North America's largest shows, and in 1994, they joined forces. The new CONEXPO-CON/AGG event debuted in 1996 at the Las Vegas Convention Center. ◆

SMOOTH MOVES IN ROUGH TERRAIN: ALL INVESTS IN LIEBHERR'S NEW RT LINE

The largest crane manufacturer in the world is re-entering the mid-capacity to high-capacity rough-terrain space, and ALL is getting on board in a big way.

Respected German manufacturer Liebherr shifted its focus to all-terrain and crawler cranes in the mid-90s. Now, the company is recommitting to the rough-terrain market, offering both a 100-USt full power boom as well as a 110-USt pinning-style version.

The new crane models, given the names LRT 1090-2.1 for 100 USt and LRT 1100-2.1 for 110 USt, won't be formally unveiled until CONEXPO in Las Vegas in March. But ALL got a preview in October and jumped at the chance to add inventory, starting with the LRT 1090-2.1.

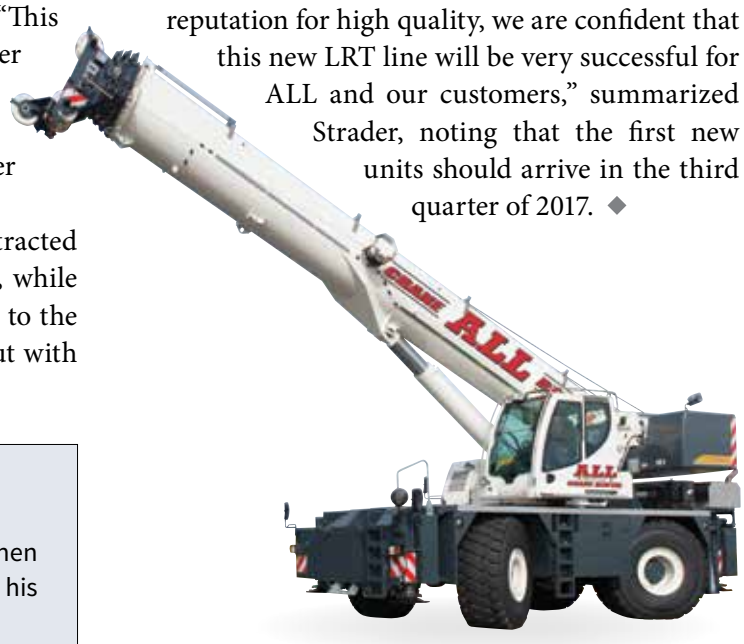
"RTs are a large segment of our crane family," said J. Hutton Strader, business development specialist for ALL. "With the great success that we've had with Liebherr all-terrain cranes, and with the popularity of the pinning-style boom in the rough-terrain market, we are confident that the new LRT 1090-2.1 RT crane will be a strong member of our nationwide fleet. That is why we committed to an initial order of 15 units."

These new machines put safety front and center. Liebherr's VarioBase® outrigger monitoring system automatically delivers support status information to the crane operator and enables each crane support to be extended to a different length. "This provides flexibility to safely adjust any outrigger position for squeezing into those tight jobsites," added Strader. "It will also give our customers increased capacity when lifting over the supports."

Imagine having the outriggers fully retracted on one side and fully extended on the other, while still allowing for full capacity when it swings to the extended side. That used to be impossible, but with VarioBase®, ALL can do it.

The crane is packed with other safety features, as well. Controls are intuitive and easy to understand. The flat deck, electrically extendable cab platform, and multiple ladders minimize the risk of fall injuries. The attachment of the counterweight and installation of the jib are also fully monitored by the crane during setup.

"With the operational capabilities, the high capacities, attention to safety, and Liebherr's reputation for high quality, we are confident that this new LRT line will be very successful for ALL and our customers," summarized Strader, noting that the first new units should arrive in the third quarter of 2017. ◆



100 USt

164-ft telescopic boom

AN OPERATOR'S PERSPECTIVE

Chad Rados has been in the business since he was 18 years old, first as an operator in Cleveland and then in Chicago. Now he's an industrial project coordinator for Central Rent-A-Crane in Indiana. Rados offers his perspective on the VarioBase® feature of the new LRT 1090-2.1.

"I'm glad to see that there's an on-board computer that finally realizes what operators have always known: cranes are always strongest over the outriggers. Not only does capacity rise, if you stay within approximately 20 degrees of the outriggers, there's a significant increase in allowable radius. It actually has the ability to bump capacity up into the next crane class."

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

1

Grove GMK5240: S/N 5200-8288 (2004) 240-USt, Mercedes diesels. 10,700 hours. 126,00 KM. 197' main boom, 43' - 125' jib, boom removal kit, hydraulic disconnect for outriggers. 20.5 R25 tires, aux. hoist, A/C in upper and lower cabs. $100,000+ in repairs, including parts, labor, paint. Superstructure Repairs: Rebuilt upper engine. Cleaned and pressure tested upper radiator and oil cooler. Serviced upper hydraulic system. Re-hosed upper as required. Carrier Repairs: Replaced lower fan, fan motor and fan bracket. Re-hosed suspension system. Replaced axle 1 brakes. Replaced cardon seals axle 1, 3 & 5. Replaced axle 3 left hub seal. Replaced driveline differential seals. Rebuilt, re-hosed and painted outrigger. Repacked outrigger beam and jack cylinders. Unit #C247. *Located in Mississauga, Ontario, Canada.* **$915,000**

2

Tadano ATF160G-5: S/N WFN5RUDR172029181 (2007) 200-USt, Mercedes diesel, ZF auto trans. 197' main boom, 17' - 122' jib, aux. hoist. Unit #9769. *Located in Atlanta, GA.* **$940,000**

3

Liebherr LTM1250 6.1: S/N 070719 (2006) 300-USt, Liebherr diesel. 7,525 upper hours. 2,875 lower hours. 38,465 KM, ZF trans. 236' main boom, 40' - 70' swingaway jib, (2) 23' intermediate sections, 118' total swingaway jib. 230' luffing jib. 214, 500 lbs counterweight. Removable main boom, boom pick up points, removable rear outrigger boxes, A/C in upper and lower cabs, working flood lights, boom dolly. Unit #9605. *Located in Atlanta, GA.* **$1,525,000**

4

Grove GMK5225: S/N 5170-3003 (2009) 225-USt, Cummins diesel. 6,000 upper hours. 2,950 lower hours. 60,250 KM, 210' main boom, 36' - 59' bifold swingaway jib hydraulic offset. (2) 26' jib inserts, aux. hoist, boom float kit, boom removal kit, additional oil cooler for hydraulic system, A/C in upper and lower. 20.5 R25 tires. Unit #10272. *Located in Pittsburgh, PA.* **$1,050,000**

5

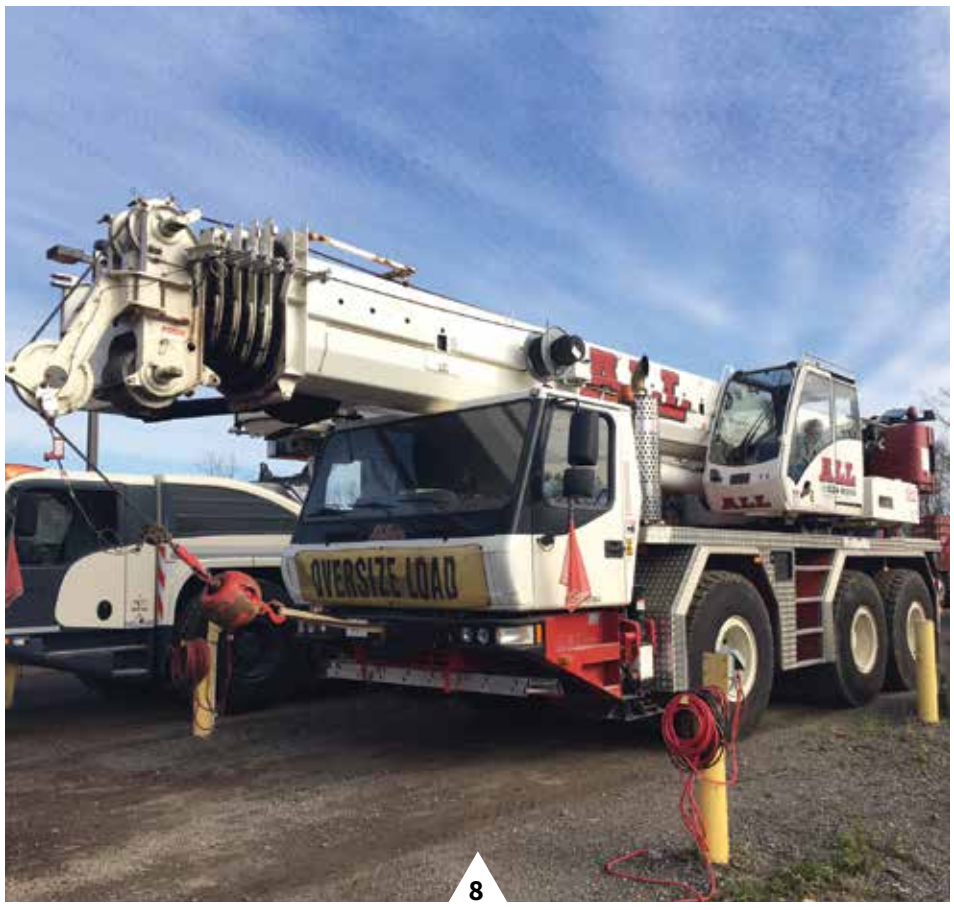
Grove GMK4100B: S/N 4080-2144 (2008) 100-USt, Mercedes, diesel. Approx. 9,550 hours. Mercedes trans. 167' main boom. 28' - 49' jib, aux. hoist. A/C in upper and lower, 2-axle boom dolly. Unit #10097. *Located in Cleveland, OH.* **$660,000**

6

Grove GMK7550: S/N 7450-8005 (2002) 550-USt, Mercedes diesel, Allison trans. Mega Wing Lift, 197' boom, 240-ft. luffing jib. A/C, hot water heater, 20 degree tilt cab, 3-axle boom dolly. Unit #8986. *Located in Milwaukee, WI.* **$1,725,000**

7

Grove GMK5165: S/N 5130-2007 (2005) 165-USt, Mercedes diesel, Mercedes trans. 197' main boom, 36' - 59' jib, aux. winch. Unit #DL1005. *Located in Milwaukee, WI.* **$695,000**



8

Grove GMK3055: S/N 3055-9545 (2008) 55-USt, Mercedes diesel, 141' main boom, 28' - 49' jib hydrualically off-settable, aux. hoist, A/C & heated cab. Unit #10226. *Located in Cleveland, OH.* **$475,000**

SHOP **TRAILERS**

1

Air Support Industries 4065 Extendable: S/N 1074144 (1974) 2-axle, high-flat extendable. Unit #CL1276. *Located in Brookpark, OH* **$18,000**

2

Talbert T3BDW45: S/N 40FWK6138K1007840 (1989) 3-axle, open well, beam. Unit #CL1036. *Located in Cleveland, OH* **$33,000**

3

Talbert Trailer (2005) 45-ton, Tri-Axle, drop side lowboy, 26" well, width 8'6". Air ride suspension, ears for fourth axle. Tires 255/70X22.5. Unit #CL1653. *Located in Brook Park, OH.* **$37,500**

4

Talbert T4DW-45-HRG1-T1-RC: S/N 40FSK584841022851 (2003) 45-USt capacity, 3-axle, open well, lowboy, drop side. Unit #CL654. *Located in Marietta, OH* **$45,000**

5

Talbert 13348A00: S/N 40FSK163XY1019846 (2000) 48-USt capacity, 3-axle, open well, beam. Unit #X852. *Located in Cleveland, OH* **$36,000**

6

Talbert Trailer (2007) 45-ton, Tri-axle level deck lowboy. 26" well, 8'6" wide, air ride suspension. 18" deck height. Tires 255-70X22.5 aluminum wheels. Unit #X401. *Located in Brook Park, OH.* **$45,000**

7

Talbert T3D45: S/N 1T9SK4938F10008416 (1985) 45-USt capacity, 3-axle, drop-side, open well, lowboy. Unit #CL985. *Located in Brook Park, OH* **$25,000**

SHOP **CRAWLER CRANES** *from 40-1,000 USt*

1

Link Belt TCC1100: S/N S1K2-2640 (2012) 110-USt, Cummins QSL9 - 320 turbo diesel engine, 150' main boom, 10'-31'-55' jib, aux hoist, aux lifting sheave. Unit #DL1146. *Located in Hammond, IN.* **$900,000**

2

Manitowoc 14000 (2007-2008) 220-USt, Cummins QSL9 C340 turbo diesel, 180' main boom, 40' jib, 2 drums. **POR**

3

Manitowoc 777: S/N 7771010 (1997) 175-USt, Cummins 6CTA8.3L turbo diesel engine (replaced in '09), 180' main boom, 40' fixed jib, 2 drums, lift cylinders rebuilt, newer paint. Unit# 8818. *Located in Cleveland, OH.* **$665,000**

4

Manitowoc 888 (1996-2001) 230-USt, Cummins MTA11 C330 turbo diesel, 180' main boom, 40' jib. **POR**

5

Manitowoc 2250 (2000-2014) 300-USt, Cummins turbo diesel, 180' main boom, 40' jib, 2 drums. **POR**

6

Manitowoc MAX-ER 2000: S/N S/N 2253118 (2001) 500-USt, up to 320' of #79 main boom available, luffing jib & upper boom point also available. Unit# 7926. *Located in Pittsburgh, PA.* **POR**

7

Link-Belt LS218H: S/N B6LI8-8386 (1998) 100-USt, Mitsubishi 6D24 diesel, 160' main boom, 2 drums, recently painted. Unit #9095. *Located in Charleston, SC.* **$295,000**

8

Manitowoc 999 (2000-2015) 275-USt, Cat/ Cummins turbo diesel, 180' main boom, 40' jib, 2 drums. **POR**

9

Link-Belt LS138 (2004-2013) 80-USt, Mitsubishi/Isuzu turbo diesel, 160' main boom, 30' jib, 2 drums. **POR**

10

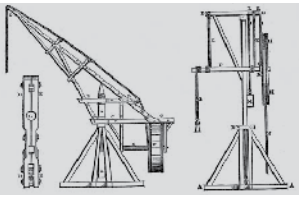
Manitowoc 18000:S/N 18001031 (2007) 660-USt Cummins QSX15-600hp turbo diesel engine, up to 320' main boom, MAX-ER attachment and luffing jib available. Unit #10370. *Located in Pittsburgh, PA.* **POR**

TELECRAWLER'S FIRST CRAWL

This was the very first job for the very first Link-Belt telecrawler, introduced in 2008. The inaugural lift was a challenge — featuring a coal mine, rugged West Virginia terrain, and winter weather. Read about the latest innovation in telecrawlers on page 12.

CASE STUDY

THE POWER HITTERS OF POWER PLANT WORK



Slewing became a common feature of construction cranes in the 1600s. This helped to shorten work cycles considerably.

For Central Rent-A-Crane, Inc., ALL's Indiana division, power plant modernization work is a key market, with crawler cranes at the core of the projects.

Within the confines of a power plant, it's important to utilize lift equipment that is easily maneuverable and versatile. Often, lifts must be conducted within tight, congested workspaces—sometimes by several cranes at once—and usually under strict timelines in order to minimize plant downtime. The presence of underground pipelines and vaults mean that ground bearing pressure is also an important factor to consider when selecting the right cranes for each job.

At a 2,600-MW coal-fired power plant in the southernmost tip of Indiana, Central provided four crawler cranes (along with skilled operators and mechanics) ranging from 300-USt to 825-USt capacities as part of a major modernization project for Power Unit 1 of the plant's two 1,300-MW units. The plant's owners are installing Selective Catalytic Reduction (SCR) technology to help reduce nitrogen oxide (NOx) emissions. The project began in November 2015 and is expected to finish in 2017.

(2) Manitowoc 2250 crawlers,
(1) Manitowoc 18000 crawler

A 300-USt Manitowoc 2250 crawler, equipped with 160 feet of main boom and a 170-foot luffing jib, began erecting steel on site at the project's outset; it was followed by a new Manitowoc 18000 crawler equipped with 240 feet of main boom, a 190-foot luffing jib, and a MAX-ER attachment. The MAX-ER enabled an increase in lifting capacity to 825 USt. Another Manitowoc 2250 crawler is on the job, primarily unloading and assembling ductwork for the SCR conversion project.

(1) Manitowoc MLC300 crawler

The fourth crawler on the site, assisting with steel erection and other building support work, is one of ALL's new 330-USt MLC300s, equipped with 197 feet of main boom and a 177-foot luffing jib. Advanced counterweight technology on the MLC300 allows the machine to work with a smaller footprint, less weight to transport, and reduced ground bearing pressure.

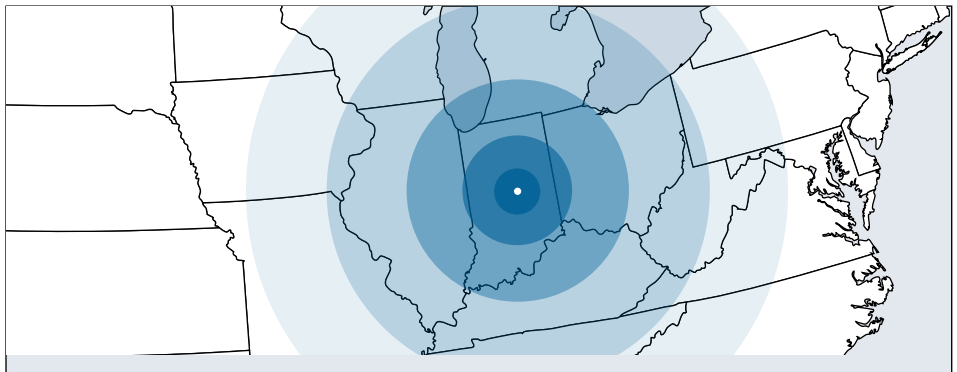
But Central does more than just provide the right equipment for the job. It carries the ALL Family reputation for service along with ability to sync the customer's timetable with the equipment's availability. With their previous experience at this plant, Central was uniquely qualified to handle the project.

For months, planning meetings and visits to the plant occurred, during which Central fine-tuned suggested lifts and scheduling while also making equipment recommendations that would save time and money.

Drawing from their substantial power plant experience, they devised strategies like equipping the 18000 with the MAX-ER attachment to increase lifting capacity or specifying the MLC300 with its smaller footprint. These are options only possible when you have access to a large variety of cranes and know how to best utilize the machines onsite.

The structural steel construction was completed in late summer 2016, and the MLC300 moved on to assist with steel erection. The 18000 crawler then placed new ductwork for a large structure that will top out at six stories high, including a 30-foot-square steel box that will act as a catalyst chamber. There are 43 pieces of ductwork in all to lift and set, ranging from 48,000 to 145,000 pounds.

As power plant owners in the U.S. continue to modernize their operations, they'll continue to need cranes. The ALL Family has proven to be a reliable, experienced partner to plant owners and operators—and to the contractors and subcontractors who work with them on complex modification and rehabilitation projects. ◆



In 2016, the ALL Family's opening of an Indianapolis branch redefined Central Rent-A-Crane's service area. Now, more equipment is available to meet rental demand, and more regional job-site crane service helps customers avoid downtime in central and southern Indiana as well as the greater Ohio Valley (OH, IN, IL, WV, PA, KY).

The Indianapolis 500 is an automobile race held annually at the Indianapolis Motor Speedway in Speedway (IN), a suburb of Indianapolis. The event is held over the Memorial Day weekend. Pictured is the 1916 Indianapolis 500.

BRANCH PROFILE

AT THE CENTER OF IT ALL

A major focus of the new full-service maintenance facility in Nitro (WV) is the customization, rebuild, and repair of crawler cranes. The location, central to most of the ALL Family branches, raises the bar for customer service capabilities company-wide.

The ALL Family of Companies has had a presence in "wild, wonderful West Virginia" since 1980, when they purchased the Ace Equipment Company in the small town of St. Albans. Over the years, West Virginia has become an important element in the ALL Family's supply chain, which stretches from Canada to the Gulf Coast.

With its central location among ALL's branches, Nitro was chosen to house ALL's new dedicated rebuild facility on just over five acres of land acquired in 2015. The new facility, referred to as the "Annex," is about a mile away from the company's original, full-service Nitro location. There are six buildings in the new complex, allowing for every type of work—from minor repairs to major rebuild projects—to support the entire ALL Family network of branches. The unique new service hub has dramatically enhanced the company's future as a center for repairing and rebuilding lifting equipment—their own, or even a customer's equipment.

Annex operations are linked to the original Nitro location, but the facility operates as a stand-alone in the services they provide. The new Annex is like the center of a wheel whose spokes fan out in all directions—to every ALL location, every job, every customer. The pivotal geographic position is a major

advantage, whether Annex employees are fixing machines to send to customers in the Carolinas, sending equipment to a job in the Bahamas, or providing a replacement crane for a job in southern Illinois. The Annex joins the branches in a new way and helps expand the entire ALL Family's ability to quickly provide the equipment and parts customers want and need, with less downtime.

Flexible Specialization

The Annex's work mirrors, supplements, and adds to that which is done at the company's headquarters in Cleveland. Specifically, its wheelhouse includes repair and maintenance of crawler cranes, including specialty technical welding, machining, track repair, and even customization of machines for specific jobs. This type of work for ALL's crawlers is no easy feat; the company has the largest privately owned fleet of crawlers in the nation, ranging from 75 USt to 1,000 USt in lifting capacity. But it's not just crawlers—the talented crew works on all types of equipment, including all-terrain cranes, rough-terrain cranes, tower cranes, aerials, trucks, and trailers.

With the addition of the rebuild center, ALL has raised the bar on customer service with greater capacity and expanded capabilities. "The new land and property has allowed us to move truck and trailer repair out of the main facility and into its

continued on page 26

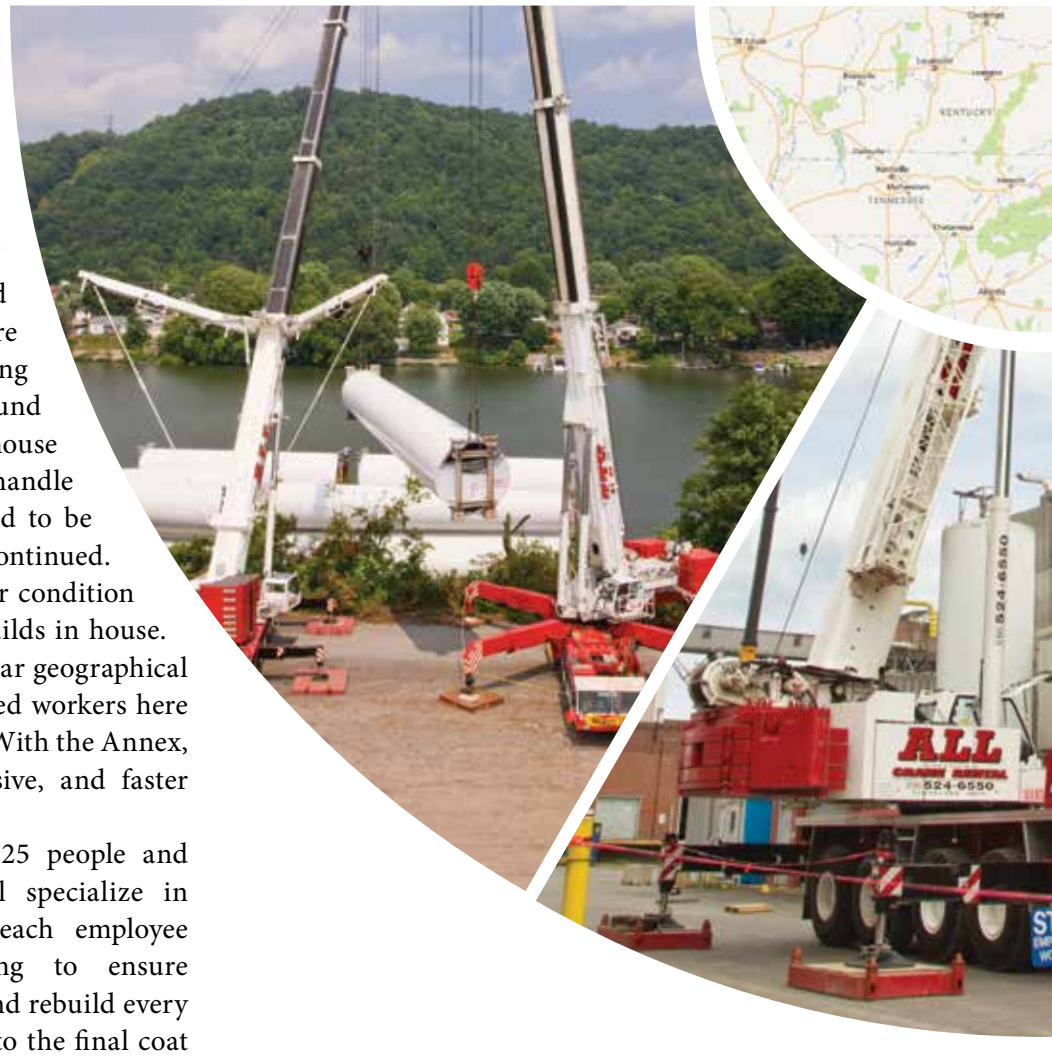
West Virginia was one of the first states to require operator certification through third-party testing. The act became effective on September 1, 2001. The statute requires operators to be certified through the National Commission for the Certification of Crane Operators (NCCCO); certifications are issued by the West Virginia Division of Labor.

The Wheeling Suspension Bridge was the first bridge across the Ohio River (1849) and, for a time, was the world's longest suspension bridge. The Daily Wheeling (WV) Gazette reported the first crossing on Oct. 22, 1849. Still in use, it is the oldest vehicular suspension bridge in the United States.

continued from page 24

own building at the Annex, for example," said Nitro General Manager Chad Shamblin. "We can now work on many more pieces of equipment at one time, increasing efficiency and making for faster turnaround on repairs. For example, with our own in-house fabrication and machine shop here, we can handle many jobs that previously would have had to be sent to Cleveland, or outsourced," he continued. "The undercarriages of cranes are in better condition because of our ability to do complete rebuilds in house. Frankly, we are lucky to be in this particular geographical area. The availability of many highly skilled workers here made it easy for us to decide to build here. With the Annex, we can deliver better, more comprehensive, and faster service across the board."

The Annex employs approximately 25 people and plans to add additional staff who will specialize in painting and sandblasting. ALL puts each employee through detailed training and testing to ensure that they can skillfully repair, maintain, and rebuild every piece of equipment, top to bottom, down to the final coat of paint.



Facility History

Shamblin has been with the company since 1995. In a story that echoes that of many other longtime ALL employees, he began his tenure with the company at a young age and worked his way up. He's worked as a mechanic and repair technician. So, as a manager, he was acutely aware of how stretched to the limits the original location had become after 30 years.

In 2010, the branch moved to its West 19th Street location. But, as company-wide business grew more rapidly, Nitro was undertaking more repairs and needed to transport equipment even more frequently. It was clear that the branch needed more space dedicated solely to the specialty of rebuilds and repairs. In 2015, ALL purchased the nearby property (five-plus acres) as soon as it came on the market and immediately began making plans for the new Annex.

Rehabilitation and construction took a year and a half. Each of the six buildings on the site had to be completely overhauled and customized to suit ALL's rebuild needs. The buildings became:

1. a truck and trailer repair shop,
2. a wash bay and prep/staging area,
3. a parts warehouse and office,
4. a sandblasting and painting building, and
5. a fabrication and welding shop.

The sixth building is rented to an electrical contractor who contracts with the company on select projects. Executed in phases, the rehabilitation was completed at the end of 2016.

The West 19th Street location is still going strong as a sales branch—better than ever now that they have more breathing room. The Annex has become a highly anticipated company-wide repair hub. It's also become a point of pride for its new employees, from which they are building a team.

Did you know? Nitro (WV), home of ALL Crane & Equipment Rental Corp., really does have an "explosive" past. Its name is derived from the word nitrocellulose, the main ingredient in gunpowder. Nitro housed the American ammunition production facility during World War I, which, by the end of the war, was producing about 100,000 pounds of high explosives a day.

The Hawthorne Effect

The Hawthorne Effect, coined in the 1920s as the result of a worker productivity study, generally means that when you pay attention to employees, they do a better job. Job performance improves when workers' surroundings improve and also when they develop a team connection with other good workers you've hired. In short, when you demonstrate to employees that you care, they give more.

Such is the positivity that's become pervasive in the Nitro Annex. All of the Annex employees are new to the company, although not to the area. Once a busy mining and industrial town, Nitro and its state have watched income from mining and manufacturing decline sharply, leaving many skilled workers unemployed. These local workers have found new careers with ALL. Initially, Nitro hired 20 employees for the Annex and added an additional 15 people throughout fall 2016, bringing the total number of employees, both at the sales branch and the Annex, to approximately 100, with more positions to fill.

"We still have painters and sandblasting crew to be added," said Rick Dosier, Annex facility manager. "We have a lot of good people now with backgrounds in mining, equipment dealerships, and equipment repair. New employees go through customized training to learn procedures for repairing our equipment to exact manufacturers' specifications, including welding tests and more. And we're quite busy. We've become the main rebuild facility for basically the entire fleet. Honestly, these guys are doing great."

Dosier leads the team with both passion for the work and satisfaction for a job well done, and he knows that others on the team share that enthusiasm. The Hawthorne Effect is clear. "I can't say enough about how good this facility is," said Dosier. "And with the right people on board, with their great performance and attitude, it's working really well. It's like we are each just a spoke in the wheel, together keeping the wheel moving forward and going the same direction."

The Annex employees, many of whom struggled to find full-time employment before joining ALL, are thrilled to be working full time again. There really is a team feeling, and Dosier wanted that. "I came to ALL after 26 years at an equipment dealership. I dealt with ALL regularly and knew of their good reputation. I was anxious to go to work for them. It's by far been the best move I've ever made."

Adding Value

ALL's investment in the Nitro Annex has greatly added to the company's value chain. When customers choose to do business with ALL—whether they are buying or renting equipment; booking a long-term job with operators, lift plans, and on-site technicians; or simply calling for an emergency repair of a crane on a job site—they are getting more value than before. The rebuild and repair Annex in Nitro is the strong new link in the ALL Family chain, connecting and strengthening the bond between branches, customers, and the company's solid national brand of service.

And the chain grows stronger every day. ◆

Because of the mountainous nature of the entire state, West Virginia has several notable tunnels and bridges. The most famous of these is the New River Gorge Bridge. With a span of 3,031 feet, it was at one time the longest steel single-arch bridge in the world. It is now the third longest.

SHOP **BOOM & SCISSOR LIFTS** *from 10 -185 ft*

1

Snorkel S1930: S/N JU07360 (2007) batter powered, 19' scissor lift, non-marking tires, 2x4. Unit #K2063. *Located in Indianapolis, IN.* **$3,000**

2

JLG E300AJP: S/N 0300084941 (2005) battery powered, 30' articulating boom, non-marking tires, 2x4. Unit #J9327TOL. *Located in Richfield, OH.* **$9,000**

3

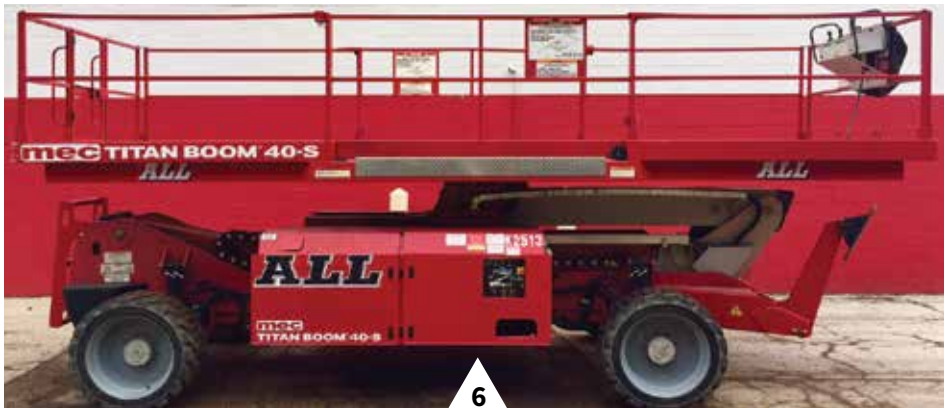
JLG 600AJ: S/N 0300131711 (2008) Deutz diesel engine, jib, 60' articulating boom, 4x4. Unit #K2290. *Located in Richfield, OH.* **$29,000**

4

JLG 400S: S/N 0300104751 (2007) Deutz diesel engine, generator, 40' telescopic boom, 4x4. Unit #K1729. *Located in Alsip, IL.* **$18,000**

5

Snorkel TB126J: S/N SP06073 (2006) Cummins diesel engine, foam-filled tires, jib, 126' telescopic boom, 4x4. Unit #DL1989MLW. *Located in Milwaukee, WI.* **$61,000**



6

MEC Titan Boom 40-S: S/N 1240035 (2010) Kubota diesel engine, generator, foam-filled tires, 4,000-lb platform capacity, 40' telescopic boom, 4x4. Unit #K2513. *Located in Richfield, OH.* **$69,000**

7

Haulotte HB86 TJ: S/N TD106094 (2011) diesel engine, jib, 86' telescopic boom, 4x4. Unit #ML335CN. *Located in Mississauga, Ontario.* **$65,000**

8

Snorkel ATB60: S/N FB05029 (2005) Deutz diesel engine, foam-filled tires, jib, 60' articulating boom, 4x4. Unit #J9308TOL. *Located in Lima, OH.* **$19,000**

9

Haulotte 2747E: S/N CE133576 (2007) battery powered, 27' scissor lift, non-marking tires, 47" wide, 2x4. Unit #Z9039. *Located in Nitro, WV.* **$3,000**

10

Skyjack SJ3226: S/N 27003784 (2008) battery powered, 26' scissor lift, non-marking tires, 32" wide, 2x4 . Unit# K2175. *Located in Alsip, IL.* **$5,500**

11

Snorkel TB42: S/N S0808040162 (2008) Deutz diesel, foam-filled tires, generator, 42' telescopic boom, 4x4. Unit #K2226. *Located in Richfield, OH.* **$21,500**

SHOP **MATERIAL HANDLERS** *from 5,000-20,000 lbs*

1

JLG G12-55A: S/N 0160038189 (2009) 12,000-lb capacity, John Deere diesel engine, enclosed cab, beacon light, lights, fender, 72" forks, 55' telescopic reach. Unit# DL3108MLW. *Located in Milwaukee, WI.* **$65,000**

2

SkyTrak 8042: S/N 0160036271 (2008) 8,000-lb capacity, Cummins diesel engine, enclosed cab, light kit, block heater, tilt carriage, foam-filled tires, 48" pallet forks, 42' telescopic reach, 4x4. Unit #10124. *Located in Cleveland, OH.* **$38,000**

3

JLG 1055: S/N 0160078415 (2016) 10,000-lb capacity, Cummins diesel engine, enclosed cab, 50" standard carriage, foam-filled tires, 48" pallet forks, 55' telescopic reach, 4x4. Unit #11209. *Located in Cleveland, OH.* **$134,750.00**

4

CAT P8000: S/N AT4000722 (2013) 8000-lb capacity, Nissan TB45 D2013 dual fuel (300 hours), high visibility triplex mast 187", 90", 42", 47" cascade sideshift, 48" pallet forks, single function internal hosing, single solid soft ride drive/steer tires, amber strobe light. Unit #10786. *Located in Wilmington, NC.* **$43,559**

5

JLG G9-43A: S/N 0160011307 (2005) 9,000-lb capacity, John Deere diesel, foam-filled tires, open cab, 48" tilt carriage, 43' telescopic reach. Unit #366ORL. *Located in Orlando, FL.* **$31,000**

6

Gradall 534D9-45: S/N 0160022226 (2006) 9,000-lb capacity, John Deere diesel engine, enclosed cab, beacon, working lights, block heater, 45' telescopic reach. Unit #DL3069MLW. *Located in Milwaukee, WI.* **$34,500**

7

Skytrak 6036: S/N 0160031305 (2007) 6,000-lb capacity, foam-filled tires, enclosed cab, beacon, working lights, 48" tilt carriage, 36' telescopic reach. Unit #9840. *Located in Columbus, OH.* **$29,000**

8

Gradall 544D-10: S/N 0160031540 (2007) 10,000-lb capacity, John Deere diesel engine, enclosed cab, 55' telescopic reach. Unit #9785. *Located in Pittsburgh, PA.* **$42,000**

9

Gradall 534C-6: S/N 0388258 (1996) 6,000-lb capacity, diesel engine, new engine, new radiator, 34' telescopic reach. Unit #Z9542. *Located in Cleveland, OH.* **$15,000**

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

1

New Terex Crossover 4500L (2016) 45-USt, Riding seat crane, 129' KEEL main boom, 32' - 49' offsetable jib to 15 or 30 degrees. X-pattern outriggers remove the need for a front stabilizer, aux winch, anemometer, removable front window in operators cab, heat & A/C. Mtd on a Western Star 4700 chassis, Cummins 1.5L, 380 HP, 8LL trans, 20K F/A 46K R/A, three 8,000 lb. lift axles one tag and two pushers. Federal Bridge Law Legal. Unit #R-1864. *Located in Richfield, OH.* **POR**

2

New National 8100D (2017) 23-USt, Stand up to operate crane, 100' main boom, 25' - 44' jib optional. Front bumper stabilizer for 360-degree load chart, 22' x 102" HD flatbed with Apitong hard wood. Mtd on a Peterbilt 348 chassis, 350 HP, 8LL trans, 60,000 lb. GVW. A/C, P/L, P/W alum wheels, locking rear axles all-wheel drive and much more. Unit #R-1869. *Located in Richfield, OH.* **POR**

3

New Manitex 50128S (2016) 50-USt, Riding seat crane, 128' main boom, 32' - 49' offsetable jib. Front bumper stabilizer for 360- degree load chart, A/C & heat in operator tilting cab. Mtd on a Freightliner 114SD chassis, DD13 450 HP, 8LL trans, 20K F/A 46K R/A, three 10,000 lb, steerable air lift axles one tag and two pusher axle, Federal Bridge Law Legal. Unit #R-1864. *Located in Richfield, OH.* **POR**

4

Terex BT4792 (2007) 23.5- USt, Stand up to operate crane, 92' KEEL main boom, 26' - 44' jib. A-frame front & rear out & down stabilizer for 360-degree load chart, LMI System Tool Box, outrigger pad racks. 30" bulk head, Mtd on a Sterling LT-9513 chassis410 HP, 8LL 100-gal fuel tank. A/C loaded cab, locking diff. 60,000 GVW. Unit #R-1858. *Located in Richfield, OH.* **POR**

5

New National 8100D (2017) 23-USt, Stand up to operate crane, 100' main boom, 25' - 44' Jib Optional, Front Bumper Stabilizer for 360-degree load chart, 22' HD flatbed with Apitong hard wood. Mtd on a Peterbilt 348 chassis, 350 HP, 8LL trans, 60,000 lb GVW, A/C, P/L, P/W aluminum wheels, locking rear axles, all wheel drive, & much more. Unit #R-1870. *Located in Richfield, OH.* **POR**

6

New Terex RS70100 (2017) 35-USt Riding seat crane, 100' KEEL main boom, 30'5" - 55' jib. Out & down stabilizer for 360-degree load chart. Enclosed cab with propane heater, swivel ball, and hoist rope tensioner. Mtd on a 2017 Freightliner 114SD chassis 450 HP, 8LL, 70-gal fuel tank. Alum wheels, A/C, stereo, cruise control, and much more. (Not as pictured). Unit #R-1876. *Located in Richfield, OH.* **POR**

7

New Terex BT28106: (2017) 28-USt, Stand up to operate crane, 106' KEEL main boom, 30' - 47' offsetable jib to 15 or 30 degrees, front A-frame outriggers extend forward to remove the need for a front bumper stabilizer. Downhaul ball, oil cooler, and 22' x 102" HD structural steel bed with Apitong wood. Mtd. on a Peterbilt 348 chassis, 350 HP, 8LL Transmission, 20K F/A 40K R/A. Loaded chassis. Federal Bridge Law Legal. Unit #R-1880. *Located in Richfield, OH.* **POR**

8

New National NBT45 (2016) 45-USt, Riding seat crane, 127' main boom, 31' - 55' jib. Front bumper stabilizer for 360-degree load chart, A/C & heat in operators cab. Mtd on a Peterbilt 367 chassis, ISX425 HP, 8LL trans, 20K F/A 40K R/A w/13,200 lbs pusher and tag axles. Bridge Law Legal. Unit #R-1840. *Located in Richfield, OH.* **POR**

9

National NBT55 (2016) 55-USt, Riding seat crane, 128' main boom, 26'- 45' jib. Heat & A/C in cab. Mtd. on a 2016 Peterbilt 367, ISX-15/500HP, 18-Speed, A/C, stereo, P/W, P/L, tilt, cruise, jake brake, tag & pusher air lift axles, 6-axle chassis and much more. Federal Bridge Law Legal. Unit #X2117. *Located in Orlando, FL.* **POR**

IN THE LIFE

ENGINEERING A FUTURE

Daniel Giera is responsible for four shops at ALL's main yard in Cleveland: the weld shop, machine shop, paint shop, and trailer shop. But he isn't a welder, fabricator, or painter.

Trained as a mechanical engineer with a degree from the University of Toledo, Daniel Giera never would have predicted his skills would be put to use at one of the largest crane rental houses on the continent. But like most who work for the ALL Family, his childhood interest in construction equipment partially predicted his future.

"I loved Tonka trucks, climbing on things, riding tractors," he said. "So even though this isn't a typical engineering job, it's actually a great fit."

Giera joined ALL part-time while he was still in school, training with Raymond "Torch" Pekarski, a memorable figure in ALL's history. At the time, Giera's priority was converting Torch's hand-drawn engineering plans into AutoCAD.

Employees at ALL cross-train to gain experience with different tasks and responsibilities. This helps them understand the bigger picture in a way that wouldn't be possible if they were focused solely on one task, and it helps managers identify employee strengths.

So when Giera wasn't converting plans to AutoCAD, Torch kept him busy learning the business.

One of his main responsibilities was doing repair work for equipment that needed maintenance. "When a trailer would come in, I would take all of the appropriate measurements, from every angle. I'd use those to make the new drawings and rebuild it using my engineering background," he explained. "I worked on a lot of trailers and cabs then."

The ALL Family used to make all of its own service trucks. Giera would produce the specs, create the material lists, and then help the fabricators interpret the drawings he created. "From a design aspect, I was uniquely qualified to assist [the welders and fabricators]," he said. "It helped them understand why the welds need to be done the way I specified, and it helped me to understand the process to achieve them."

"The ALL Family is as self-service as we can be. We do it all in-house, which cuts out the expense of a third party."

"I also worked in the shops, doing everything from burning, machining, welding … I even swept floors," he remembered.

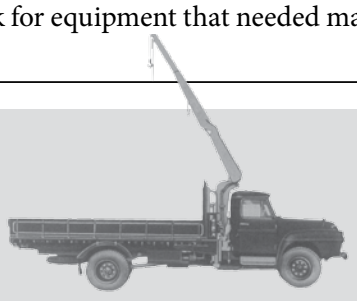
Giera also credits Mike Toth (his immediate predecessor), as well as Torch, for his operational and managerial training. Understanding each of the roles in the weld shop, paint shop, machine shop, and trailer shop now helps him to plan projects and prioritize the tasks for his 20 employees.

Prioritizing for the staff is important because what they do affects just about every piece of equipment in the ALL fleet at some point—and every task starts with an engineered drawing from Giera.

"The ALL Family is as self-service as we can be. We do it all in-house, which cuts out the expense of a third party," he said. "Our goal is to increase customers' uptime, help them work more efficiently, and save them money."

"We also make our own fenders. When a new truck comes in, new fenders need to be designed, and I order the right materials and steel to ensure we can create them," he said. So when a part comes off the CNC plasma table, a burn table that reduces steel waste, it's a safe bet that the pieces were originally

continued on page 36



In 1962, Tadano made loading and unloading easier with its TM 2H truck crane.

To safely move a 9-ton transformer, this 10-ton-capacity 1930 Universal truck crane had manually extended beams with wooden blocking for support.

continued from page 34

drawn by Giera.

In Cleveland, Giera has three Manitowoc-certified welders, one of whom is a certified Manitowoc Field Repair welder. "Because we have these guys on staff, we are able to use the manufacturer's procedures here rather than sending the equipment to Manitowoc for repair," he explained. "This gives us control of the timing, yet we can still repair to manufacturer specs. That is another way of increasing uptime and saving our customers money."

That "uptime" is important to Giera, too. He rises early, arriving at the office around 6 a.m., before his crew. "It's when I get settled in and plan my day," he said. "I walk through each of the shops to see the progress from the day before, adjust the priorities, and then can have assignments ready for my team."

Typical engineering work is very theoretical, meaning it's usually 9 to 5 spent sitting at a computer. But Giera is up and moving all day. Unless he's working on a design, the early morning might be the *only* time he's actually at his desk. "I really enjoy that this is hands-on, and I play an active role in my drawings coming to fruition. Most engineers don't get that experience."

Throughout the day, he cycles through each shop, checking progress, inspecting welds, interpreting designs, and providing assistance to members of his crew. "I'm making sure my fabrication guy has the drawings he needs to make the right parts. In another bay, I've got repairs going on a trailer," he narrates. His mind keeps processing the progress. "Does the boom repair guy have the lacing? Are the welders safe and making good welds?" He moves on. "Another guy is making floor anchors, so I make sure he has the drawings for the plasma table, that he has the materials he needs. I confirm the parts are burned correctly and check the welds." All the while, he is taking calls from branches and coordinating with yards. "And when each piece is complete, there are inspections to be made—by me as well as by third-party inspectors."

The ALL Family has the largest privately owned fleet of crawler cranes, which means it has its share of track repair. According to Giera, some of that work will now go to West Virginia *(see page 24)*. "Their facility is state-of-the-art, and they're able to do everything we do here and more. The focus on track repair makes more sense at that location. Previously, we had to ship or haul equipment and tracks to Cleveland for repairs. That took time and cost more."

The new facilities in West Virginia won't mean less work for Cleveland. It just means that the company as a whole will work even more efficiently.

"I enjoy the challenges of each day. New puzzles. Problem solving. The engineer in me loves a good problem," Giera said. "I'm task-oriented, and I like to check things off my list. By the time I check one thing off, there's five new things added. It's good to be busy." ◆

From 2008 to 2014, these cranes were a fixture atop the Shanghai Tower during its construction. Topping out at 2,073 feet, the building is the tallest in China and second in the world only to the Burj Khalifa in Dubai (2,722 feet).

NOT YOUR GRANDPA'S INDUSTRY: CHALLENGING THE STEREOTYPE

During one of the largest shortages of skilled labor in our nation's history, the construction industry is turning to millennials to fill the gaps. But stereotypes of the industry are difficult to overcome, especially when other trades are vying for the attention of the same potential workers.

"They don't always realize how much the industry has changed," explained Mitch McDonald, GM of ALL's Florida branches. "It's so different than it used to be. When I tell people about it, I can see they are not only surprised, but their interest is piqued. They always have questions."

According to a recent article in *Construction Business Owner* (June 2016), four major industry shifts in the last 25 years may make construction more appealing to millennials than it was to their parents—if they put their preconceptions behind them.

TECHNOLOGY — Heavy equipment has become increasingly more computerized. For a generation that grew up playing video games, joystick controls will feel familiar. Smartphones and tablets are as common on jobsites as hardhats, and drones are being utilized in several market sectors. 3D software is commonly used to plan safer, more efficient lifts. "The IT world is so saturated now, and the competition is fierce," McDonald explained. "But we need technological savvy in construction. There's lots of opportunity." *In the Life* feature Daniel Giera *(page 34)* was hired to convert hand-drawn engineering plans into CAD, jumpstarting his unexpected engineering career in the construction field.

SAFETY REGULATIONS — Workers should always remain vigilant around heavy equipment, but federal, state, and city regulations have dramatically reduced danger on jobsites. Personal protective equipment is not just encouraged, but required. Checklists come in triplicate and safety training is mandatory. "Nothing matters more than safety," McDonald said. "The industry recognizes that now more than ever before."

CULTURE — In addition to great pay, the construction industry offers cultural benefits that are as important to millennials as healthcare. A camaraderie forms quickly among those who work with "big boy toys." Travel is common, and workers see behind the scenes into sports arenas, museums, landmarks such as the Rock & Roll Hall of Fame, theme parks, and more. Each day is different, with the opportunity to quickly move up. There's a sense of ownership that comes with working with your hands, and the satisfaction of knowing you're part of a team.

DEMAND — As baby boomers retire, the demand for trade workers continues to grow—and the demand for tech-savvy trade workers grows at an even faster pace. This translates to security for job seekers who want to feel that their contributions are valued by employers. "I've found that some workers entered into the industry because the job they went to school for wasn't available or just didn't pan out. Now they make GOOD livings and can actually support their families," explained McDonald.

In an effort to reach the next generation and shatter stereotypes, the ALL Family of Companies has participated as sponsors and presenters in the Lift & Move USA series since its inception in 2015. The series—a joint venture from SC&RA, KHL Group, and NCCCO—targets high schoolers and showcases careers in the heavy lift industry.

In February 2017, ALL played an even larger role in the series, hosting the event at the ALL branch in Tampa. For McDonald and his team, the event means sharing what they love. "I'm eager to have a new generation come in and see what we do. They're going to be really excited," he predicts. "To get closer to the cranes, to meet our people, they're going to be inspired." ◆

To learn more, visit www.liftandmoveusa.com.

Tower cranes appeared in the early 20th century, but they were heavy and difficult to move, erect, and dismantle. In 1949, Hans Liebherr invented the TK-10, an easily transported, fast-assembly tower crane that could also swing materials horizontally with a jib. It would revolutionize the industry.

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

1

Broderson IC-200-3F: S/N 164439 (2007) 15-USt, 4.3L GM dual fuel engine, 50' main boom, 16' jib. Unit #9681. *Located in Phenix City, GA.* **$65,000**

2

Broderson IC-250-3C: S/N 35330250 (2012) 18-USt, d/f engine, 60'7" tip height, 20' jib. Unit #DL1159. *Located in Cleveland, OH.* **$165,000**

3

Shuttlelift 7755: S/N 320706 (2007) 22-USt, Cummins QSB4.5 diesel, auto trans, 67' main boom, 17' jib, optional 17.5R25 tires, cold start aid, block heater, enclosed cab. Unit #9809. *Located in Hammond, IN.* **$115,000**

4

Broderson IC-80-3F: S/N 00364252 (1999) 8.5-USt, Cummins diesel engine, 30' main boom, 10' jib, enclosed cab, newer paint, working lights. Unit #9142. *Located in Cleveland, OH.* **$15,500**

5

Grove YB7720XL: S/N 320349 (2005) 20-USt, Cummins QSB5.9 turbo diesel engine, 67' main boom, 17' jib. Unit #8877. *Located in Mobile, AL.* **$85,000**

SHOP **NEW EQUIPMENT** CONTACT TO START THE CONVERSATION

CRANES: MIKE GARRITY, NEW EQUIPMENT DIRECTOR / MIKE.GARRITY@ALLCRANE.COM / 216.524.6550
TOWERS: CLAY THORESON, GM ALL TOWER CRANE, LLC / CLAY.THORESON@ALLCRANE.COM / 330.734.6988
AERIALS: KRIS KASPAREK, GM ALL AERIALS, LLC / KRISK@ALLAERIALS.COM/ 330-558-8290
BOOM TRUCKS & TRAILERS: JOSHUA BACCI, GM ALT SALES CORP. / JBACCI@ALTSALES.COM / 330.558.8421

ALL TEREX
Authorized Distributor

ALL is a tier-one dealer in Ohio, Michigan, Pennsylvania, West Virginia, and Wisconsin. We outfit customers with precisely the right machine, complete with the ability to provide set-up and training to optimize customer productivity. Then we provide after-the-sale service with highly responsive parts delivery and field service designed to maximize lifetime return on investment.

RT100
- Capacity 100 USt
- Max boom length 154'
- Max tip height 164'
- Full power boom with three separate boom modes to give you the highest capacities for whatever your job may be.
- IC1 computer - the same successful system as used in all the Demag all terrain line. Allows for custom outrigger placement and self-diagnostics of all major systems of the crane.
- Easy access to cab and carrier deck. No obstacles on top deck adds to a safer work environment.
- Four steering modes provide excellent maneuverability.

Link-Belt CRANES

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 through Dawes and in a portion of Michigan. We also offer parts direct and service for what we sell.

HTC-86100
- Capacity 100 USt
- 38 – 140 ft 5-section pin & latch boom
- Optional two 16 ft extensions plus 58 ft two-piece ofsettable fly
- 237-ft maximum tip height
- Dimensions 11 ft 7 in height, 8 ft 6 in width, 45 ft 7 in length
- Excellent transportability

TCC-2500
- Capacity 250 USt
- 43.7 - 223 ft. seven-section power pin & latch boom
- 234.1 ft main boom tip height
- NEW PULSE 2.0 crane control system
- 20 degree tilting cab
- Transports in eight loads for quick mobilization
- 320 hp Cummins QSL Tier 4 Final Engine

BOOM TRUCKS

Our ALT Sales division is a dealer for Terex, Manitex, National Crane, Fassi, and Rotobec, as well as Landoll and Manac trailers. Pictured, the Terex Crossover series provides customers with the functionality of a rough terrain crane on a superior chassis. This combination allows for greater road ability, paired with advanced operator comfort.

Visit www.altsales.com

AERIALS

ALL Aerials is a dealer for the aerial boom and scissor lift equipment you trust: Genie, Hy-Brid Lifts, JLG, and Skyjack.

Visit www.allaerials.com

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.

HY-BRID LIFTS · JLG · Genie · manac · NATIONAL CRANE · POTAIN · SHUTTLELIFT · SKYTRAK · LANDOLL · Manitex SkyCrane · MC BRODERSON Manufacturing Corp. · SKYJACK · Link-Belt CRANES · TEREX

SHOP **TRUCKS**

1

Peterbilt 379 (1993) Tandem equipped with a 28'6" Jerr-Dan Rollback, Cat 3406C, 425Hp, 13-speed transmission. A/C, Jacob brakes, air ride suspension. One owner. 578,000 miles. Unit #CL1220. *Located in Brook Park, OH.* **$38,500**

2

Peterbilt 379 (2007) tandem, sleeper, Cummins ISX-565 Hp. 18-speed transmision, Jacob brakes, pto and pump. 14,320-lb front / 46,000-lb rears, air ride suspension, 3:91 ratio. One owner. 700,069 miles. Unit #X157. *Located in Brook Park, OH.* **$55,000**

3

Peterbilt 379 (1993) Four-axle tractor, CAT 3406B, 13-speed transmission, Jacob brakes. A/C. 16,000-lb front / 44,000-lb rear, double frame, lift axle. Air ride suspension, 4:10 ratio. One owner. 934,000 miles. Unit #CL888. *Located in Brook Park, OH.* **$32,500**

4

Chevy C5500 mechanic's truck (2003) Equipped with a 5,000-lb autocrane with 20' reach. DuraMax diesel 6.6 litre, automatic transmission, A/C, power windows/locks. 20,5000-lb GVW. 227,774 miles. Unit #CL589. *Located in Brook Park, OH.* **$30,000**

5

Ford F750XLT (2009) Extended cab mechanic's truck. 8,000lb autocrane, miller weld, Champion air compressor. Cummins 240hp, automatic trans, A/C. 31,000-lb GVW, air brakes, air ride susp. One owner. 272,000 miles. Unit# X768. *Located in Brook Park, OH.* **$60,000**

6

Peterbilt 379 (2008) Tandem sleeper, Cummins ISX-550hp, 18-speed transmission. Jacob brakes, 3:91 ratio. 320-lb fronts, 46,000-lb rears, air ride supsension. Pto & pump. 569,000 miles. UnitX495. *Located in Brook Park, OH .* **$65,000**

7

Peterbilt 379 (2000) Sleeper, 4-axle tractor, CAT 3406E, 18-speed transmission, Jacob brakes, lift axle. 12,000-lb fronts, 40,000-lb rears, Pto & pump. 784,000 miles. Unit# CL110. *Located in Brook Park, OH.* **$36,500**

ALL
Family of Companies

4700 Acorn Drive
Cleveland, OH 44131

WELCOME BACK

ALL Crane Rental of Georgia UNDER NEW MANAGEMENT

Jeremy Hunter Named General Manager

ALL is proud to announce that ALL Crane Rental of Georgia is under NEW MANAGEMENT.

If new GM Jeremy Hunter seems familiar to customers in the area, it's because he's coming home. Although he spent the last five years in North Carolina as GM of ALL's Wilmington branch, his ALL Family career began in Atlanta in 1997. Before becoming GM, he spent more than a decade as lead dispatch and logistics manager, was an aerial dispatcher, and even worked in the yard.

Hunter's wife, Amanda, has worked for the ALL Family for more than a decade herself—at Dawes and at the Atlanta and Wilmington branches. She is a member of the enterprise-wide best practices group, and will continue her role when she returns to Atlanta.

"Customers in Georgia should rest assured that they are in good hands with Jeremy," said ALL President Michael L. Liptak. "As a company, we are really lucky to have such a knowledgeable team as the Hunters. It is remarkable how flexible they are, moving to accommodate our growing needs. They are willing to do what it takes to get the job done right." ◆

ALL Family of Companies

ALL CENTRAL DAWES JEFFERS ALT

www.allcrane.com