

# ACT

The magazine for the crane, lifting and transport industry

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A KHL Group Publication



Official domestic  
magazine of  
the SC&RA

## SHOW GUIDE

**TOWER  
CRANES**  
NORTH AMERICA  
CONFERENCE & RECEPTION

## INTERVIEW

ML Crane Group's  
Caroline  
Asimakopoulou

## PRODUCT FOCUS

All-terrain cranes

# High profile

270 Park Avenue  
rises up in NYC

# ACT 100

North America's  
top crane-owning  
companies

P39



# In and out

**T**he all-terrain crane product line showed up in North America about 30 years ago. But they were not an overnight sensation. It took almost a decade for these cranes to catch on across the continent.

The beauty of the AT is the boom length and luffing jib, according to Tadano's Ingo Schiller.

"For early customers of AT cranes, maneuverability was important but the capacity of the crane that the long boom offers is what it's all about," Schiller said.

The AT wasn't a thing in the U.S. until the three German manufacturers that made these cranes – Demag, Krupp and Liebherr – developed models that were street legal in the U.S., Schiller said.

"For Demag it was the AC 265, Krupp the KMK 5120 and Liebherr the LTM 1120," Schiller said. "These were the early five-axle machines that were road legal with a dolly in many states and provinces."

## Adapting to the market

By the mid-1990s, three main players led the U.S. AT market. Heinz Schiller led the charge for Liebherr, David Birkhauser ran the Krupp business and Rolland Hammer ran the Demag operation.

"These were the three shepherds of ATs in the United States," Schiller said.

When 2000 dawned, while there were already several hundred all terrain cranes in North America, crawler cranes were still the higher capacity lifting solution, Schiller said.

"But then Liebherr came out with the LTM 1500, which set the new standard," he said. "Five-hundred and 700-ton capacity ATs are now available from several makers that compete with the crawlers. The reason you bought one over the other was the duration of the job. If it's a short job, the commercial advantage often goes to the AT. If it's a longer project, the advantage goes to the crawler."

ATs succeeded in the U.S. because there were three strong engineering teams going after the market and adapting their products to meet the diverse

All terrain cranes are mobile, agile and a rental fleet rock star.



**NessCampbell's 130-ton Liebherr LTM 1120 4.1 set equipment inside the spillway at the Swift Dam in Cougar, WA.**



requirements of the North American road laws, Schiller said.

"We used to joke that 80 percent of our time with the customer was spent talking about how to move the crane," Schiller said. "And 15 percent of the time was spent talking about how much the crane will lift. About 5 percent of our time was talking about how much the crane cost."

Realizing the potential for the AT product line, Terex, Manitowoc and Tadano started making their moves.

"As soon as new tools enter a market, people adopt them quickly to stay competitive," said Schiller.

And the rest is history. Grove bought Krupp, and Manitowoc bought Grove. Terex bought Demag, and Tadano acquired Faun, which made all terrain crane chassis. Since then, Link-Belt developed its own AT line and Tadano



purchased the Demag line from Terex. Today, four OEMs produce ATs for the American market – Liebherr, Link-Belt, Manitowoc/Grove and Tadano.

“The reason we have them in our fleet is their versatility,” said John Anderson, president of NessCampbell Crane + Rigging, based in Portland, OR. “They travel up and down the road with ease, they assemble quickly and have long telescoping booms. They have great attachments like luffing jibs and capacity attachments like Y Guys or Mega Wings. These cranes are great for rental companies like us where our AT cranes may be on a different job every day of the week.”

Mobility and capacity drive the AT market today.

“All-terrains have a great place in the crane rental industry since they can mobilize in and out of jobs quickly and competitively, helping to keep projects on schedule and costs within reason,” said Dane Bortzfield, project manager of the Greiner Industries crane division, based in Mt. Joy, PA. “We utilize our all-terrain cranes to work with a variety of customer types as they can often rig up very efficiently and with minimal setup space.”

ACT rounded up a few recent all terrain crane jobs around the country.

## Tight fit

NessCampbell recently dispatched its 130-ton capacity Liebherr LTM 1120 4.1



**J & B Heavy Haul used its Link-Belt 175IAT to replace a new transformer at a power plant in Henning, OK.**



to set equipment inside of the spillway at the Swift Dam in Cougar, WA. The crane was rigged with 100 feet of main boom and 68,300 pounds of counterweight at a 15.6 foot radius. For setting the spillway equipment the crane was rigged with 11650 pounds of counterweight at an 85-foot radius.

Because the crane was working on a dam with weight restrictions, there were several challenges to overcome, Anderson said.

“We were working in a very tight set up area,” he said. “Using the Liebherr’s VarioBase outriggers system allowed us to meet the customers space requirements.”

## Transformer changeout

Oklahoma City-based J&B Heavy Haul recently assisted with a transformer changeout at a gas plant in Northern

Oklahoma. The scope of the job was to haul a temporary unit in, remove the damaged unit with their crane and then haul it to the repair facility. The temporary transformer was then lifted by the crane and skated into position.

“We took delivery of the new transformer and hauled it to the jobsite where we used the Link-Belt 175IAT with maximum counterweights to hoist the old unit out of the substation and install in the new one,” said J&B’s Tra Neal. “We also hauled the old transformer to get repaired.”

The transformer weighed 80,000 pounds, so by using the 175IAT with all the counterweights, they were able to stay well within the capacity of the crane, Neal said. J&B also operates a large fleet of specialized trailers.

“We had to use a 50-ton lowboy for its capacity and its ability to keep the unit as low as possible,” Neal said. “The main challenge of transportation on this project was the fact the piece was 12-feet wide.”

**Capital City’s Grove GMK 7550 picked a 101,000-pound pedestrian bridge.**





# Sell off!

American Cranes & Transport's 17th annual **ACT100**

Index of North America's top crane-owning companies.

The **ACT100** index of North America's top crane-owning companies declined in 2022, the first time in a long time that our index has not grown. There's been a sell off of cranes by most companies on the list, most notably by Maxim Crane Works, still the number one company on the list for 17 years running.

Maxim's index dropped from 715,000 tons to 261,743 tons. Maxim's total tonnage fell by 453,257 tons. The entire **ACT100** index shrank by 329,339 tons. While a lot of companies right-sized their fleets, a few made notable gains. For the most part, the top 10 companies still ranked in the top 10 with Buckner HeavyLift moving up two spots and a couple of companies in the top 10 trading places.

Companies in the top 10 that saw growth in their **ACT** index included Bigge, Buckner, Marmon and TNT. Last year, the **ACT100** added



Mammoet's Focus 30 works at a petrochemical plant in Port Arthur, TX.

BY THE NUMBERS

## EMPLOYEES

41,032

## BRANCHES

784

## MOBILE CRANES

15,557

## CRAWLER CRANES

3,129

## TOTAL CAPACITY

2,553,322 tons

## ACT100 2023

Submit information for the 2023 **ACT100** by emailing:  
d.ann.shiffler@khl.com or  
hannah.sundermeyer@khl.com.

## Top 10 largest crawler fleets

RANK 2022	COMPANY NAME	WEBSITE	CRAWLER FLEET	ACT INDEX
1	Lampson International	lampsoncrane.com	393	128,768
2	Maxim Crane Works	maximcrane.com	389	261,743
3	Bigge Crane and Rigging Company	bigge.com	346	248,706
4	ALL Family of Companies	allcrane.com	307	160,239
5	Buckner HeavyLift Cranes	bucknercompanies.com	181	130,040
6	Mammoet Americas	mammoet.com	136	99,689
7	Marmon Crane Services Inc.	marmoncranes.com	97	129,087
8	J.F. Lomma Inc.	jflommainc.com	91	40,456.50
9	W.O. Grubb Crane Rental	wogrubb.com	81	59,794
10	TNT Crane & Rigging	tntcrane.com	62	91,446

>40



RANK 2022	RANK 2021	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
1	► 1	<b>Maxim Crane Works</b>	USA	60	3,046	National	Paul McDonnell, CEO
2	► 2	<b>Bigge Crane and Rigging Company</b>	USA	23	1,081	National	Weston Settlemier, President/CEO
3	► 3	<b>ALL Family of Companies (ALL Erection &amp; Crane Rental)</b>	USA	31	1,600	Worldwide	Michael L. Liptak, President
4	▲ 6	<b>Buckner HeavyLift Cranes</b>	USA	3	250	Worldwide	Doug Williams, CEO
5	► 5	<b>Marmon Crane Services</b>	USA	52	2,175	Worldwide	Tim Benjamin, President
6	▼ 4	<b>Lampson International</b>	USA	7	300	Worldwide	William Lampson, President
7	► 7	<b>Mammoet Americas</b>	USA	24	7,000	Worldwide	Paul van Gelder, CEO
8	▲ 9	<b>TNT Crane &amp; Rigging</b>	USA	45	1,750	National	Mike Appling, Jr., CEO
9	▼ 8	<b>Barnhart Crane &amp; Rigging</b>	USA	55	1,600	National	Alan Barnhart, CEO
10	► 10	<b>Beyel Brothers</b>	USA	9	400	Regional	Joseph D. Beyel, President
11	▲ 12	<b>Deep South Crane &amp; Rigging</b>	USA	7	700	Worldwide	Mitch Landry, President
12	▼ 11	<b>W.O. Grubb Crane Rental</b>	USA	12	500	National	Michelle Grubb, CEO
13	► 13	<b>Bragg Crane Service</b>	USA	15	1,200	National	Mike Roy, Executive Vice President
14	▲ 20	<b>Sterett Crane &amp; Rigging</b>	USA	12	185	National	William Sterett III, President
15	▼ 14	<b>Lomma Crane &amp; Rigging</b>	USA	8	175	Worldwide	Frank Signorelli, COO
16	► 16	<b>Guay Inc.</b>	CANADA	24	500	National	Jean-Marc Baronet, President
17	▲ 18	<b>ML Crane Group</b>	USA	13	500	National	Caroline Asimakopoulos, President
18	▼ 17	<b>Sarens USA</b>	USA	4	300	Worldwide	Lee Rowe, Regional Director
19	▼ 15	<b>Mountain Crane Service</b>	USA	7	229	Regional	Paul Belcher, CEO
20	▲ 21	<b>NCSG Crane and Heavy Haul</b>	CANADA	9	375	National	Heather MacCallum, President/CEO
21	▼ 19	<b>Bay Ltd.</b>	USA	5	3,000	Worldwide	Berry Peterson, Vice President
22	► 22	<b>Scott-Macon Equipment</b>	USA	8	200	Worldwide	Allan Woodruff, Executive Vice President
23	NEW	<b>Allegiance Crane &amp; Equipment</b>	USA	8	350	Regional	Justin Romero, COO
24	▼ 23	<b>Marco Crane &amp; Rigging</b>	USA	7	253	National	Dan Mardian, Jr., President
25	► 25	<b>Superior Cranes</b>	USA	11	280	Worldwide	Joe Everett, President
26	► 26	<b>Lift Source Machinery</b>	USA	1	10	Worldwide	Don Udelson, CEO
27	▼ 24	<b>Stevenson Crane Service</b>	USA	4	222	National	Donna Stevenson, President
28	NEW	<b>RMS Cranes</b>	USA	6	320	Regional	Michael Willenborg, President
29	► 29	<b>Northwest Crane Service</b>	USA	11	118	Worldwide	Andy Hodges, President
30	► 30	<b>NessCampbell Crane + Rigging</b>	USA	10	350	Regional	John J. Anderson, President
30	▼ 28	<b>Imperial Crane Services *</b>	USA	2	200	Worldwide	B.J. Bohne, President/CEO
31	▼ 28	<b>Fagioli Inc. (USA)</b>	USA	4	124	Worldwide	Edoardo Ascione, President
32	▲ 34	<b>Big B Crane</b>	USA	2	143	Regional	Daniel Basden, President
33	► 33	<b>Dielco Crane Service</b>	USA	1	126	Regional	David Dieleman, President
34	▲ 35	<b>Joyce Crane</b>	USA	6	168	Regional	Joe Bob Joyce, President
35	▼ 27	<b>Davis Crane Companies</b>	USA	10	336	Regional	Dennis Davis, President/CEO
36	▲ 46	<b>Atlas Crane Service</b>	USA	4	119	National	Zach Prentis, President
37	▼ 28	<b>Custom Truck One Source</b>	USA	37	1,800	National	Fred Ross, CEO
38	▼ 36	<b>Dozier Crane</b>	USA	4	60	Worldwide	Cary Goodwin, Vice President
39	▲ 40	<b>Wagstaff Crane Service</b>	USA	1	110	Regional	Judd Wagstaff, Manager
40	▼ 39	<b>Mr. Crane</b>	USA	4	200	National	Andy M. Steinberg, President & CEO
41	▼ 37	<b>Kelley Equipment of Florida</b>	USA	2	150	Regional	Daniel H. Gold, CEO
42	▼ 38	<b>Circle 8 Crane Services</b>	USA	5	113	Regional	Phillip Bryson, CEO

EDITOR'S NOTE: Every attempt was made to assure the information in the ACT100 is correct and accurate. The editors of ACT and employees of KHL Group Americas do not assume responsibility for errors, omissions or erroneous information.

