

March 2020

# THE UTILITY SOURCE

Products and Services for Today's Electric, Telecom, and CATV Utilities

**Terex Service Centers  
named Load King  
Authorized Service  
Locations**

**ALL Crane  
Purchases  
Second  
Liebherr  
1750-9.1**



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# THE UTILITYSOURCE

Products and Services for Today's Electric, Telecom, and CATV Utilities

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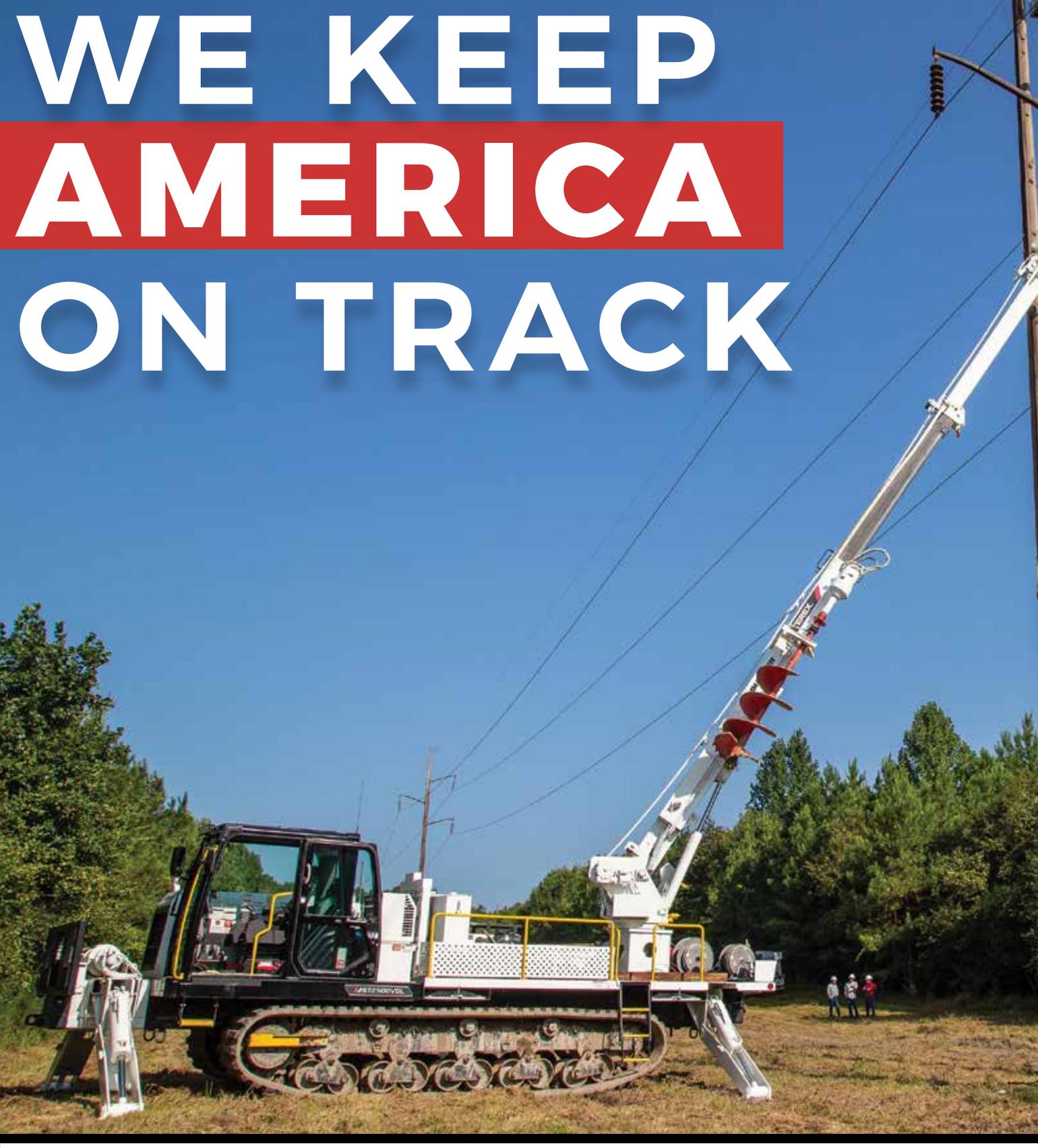


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ALL Crane  
Purchases  
Second  
Liebherr  
1750-9.1



## *Versatile unit headed south, adds depth to fleet*

In 2013, the ALL Family of Companies purchased the Liebherr 1750-9.1, a blockbuster 900-ton, 9-axle, 18-wheel AT crane designed to fill the gap between Liebherr's 600-ton and 1500-ton ATs. At the time, the crane was only the second of its kind in North America. Today, ALL is proud to announce it's adding a second to its fleet, tabbed for service in the company's branches across the southern states.

The new LTM 1750-9.1 mobile crane, already among the highest capacity ATs available, now features load capacity tables derived from refined static calculation methods. These new load capacity tables effectively increase lifting capacity values throughout the entire operating range. ALL will upgrade the crane software on their original 1750-9.1 with the new tables to maximize the capacity for that unit as well.

It doesn't stop there. A new luffing jib configuration using lattice sections will provide additional capacity increases for wind power applications.

The first Liebherr 1750 acquired by ALL has proved extremely popular with customers due to its winning combination of sought-after features: the unit is easy to transport, sets up quickly, can fit into tight spaces, and offers high capacity.

"Everything about the 1750 was meticulously thought out during the design phase and well-executed upon creation," said Hutton Strader, business development specialist for ALL. "Its many flexible transportation options make it possible to reduce axle loads to suit a variety of regulations, and its fast set up can save a half-day of rental for customers."

Strader points to the unit's VarioBase® system as perhaps the most attractive feature of a feature-packed machine. All four outriggers can be extended to individual lengths, allowing it to be positioned closer to lifts and set up near ground obstructions other machines wouldn't be able to overcome.

The fact that Liebherr upgraded the lifting capacity of its LTM 1750-9.1 was attractive to ALL, but the company already enjoyed very high demand for their existing 1750 at its 900-ton capacity. Said Strader, "The new LTM 1750-9.1, along with the ability to update the crane software on our existing unit, will not only make one of our most popular machines stronger, but much more available for our customers."

### About ALL

The ALL Family of Companies is one of the largest privately held crane rental and sales operations in North America. Their strategically located branches have access to one of the world's largest and most modern fleets, operating under the ALL, ALT, Central, Dawes and Jeffers names. ALL provides rental, sales, service and jobsite analysis, helping to ensure that customers have the right equipment for the job. For more information, contact ALL Erection & Crane Rental at 4700 Acorn Drive, Cleveland, OH 44131. Phone: 216-524-6550. Toll free: 800-232-4100. Fax: 216-642-7633. On the Web:

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# Management Safety Certification Program to feature Behavioral Simulation

Leading Safety Works™, a project management safety certification program, developed by Crane Industry Services LLC and Okos Partners, now includes innovative behavioral simulation tools.

CIS will feature the certification program during ConExpo-Con/Agg in Las Vegas, Nev., March 10-14, 2020 in at Festival Hall, Booth F101524.

Leading Safety Works establishes critical, effective, and lasting connections between project and people strategies. The program is based on a practical 90-day planning system that makes problem-solving immediately effective and replicable. The system helps project leaders and managers identify critical opportunities to change conditions and improve practices on every job site.

“Working with leading simulation technology developers, we are using behavioral simulation software to assess the steps an individual makes when faced with real work scenarios. The results will show whether the decisions the individual makes will keep people safe and the project on track, or if they are making choices that may steer the project off course,” said Debbie Dickinson, CEO of CIS.

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"The inclusion of behavioral simulation in the Leading Safety Works program reinforces job site decision making, helping managers identify critical opportunities to change conditions and improve practices on every job site," said Peter Krammer, Senior Partner with Okos Partners.

Dickinson's and Krammer's work with behavioral simulations spans projects with utilities, government, construction, manufacturing and telecommunications.

Simulations used in the program will be based on actual events rooted in construction or utility applications. "Often accidents happen when the task is something the crew has done a million times, but in this instance, something changes – a distraction, such as weather conditions, a new crew leader, last-minute work order changes, or pressure to hurry," said Dickinson.

The interactive training can be delivered in class, online or by simulator technology.

#### *About Crane Industry Services*

*Crane Industry Services LLC, (CIS) based in the Atlanta, Ga. area, was established in 2008. CIS provides hands-on, classroom and technology-based training for the crane and rigging industry, nationally accredited NCCER certifications, equipment inspections, expert witness services, and consulting to the lifting industry. Crane Industry Services is WBE-certified and NCCER-accredited to train and provide OSHA-recognized, ANSI-accredited crane operator certification testing. [www.centeredonsafety.com](http://www.centeredonsafety.com) or (770)-783-9292.*

#### *About Okos Partners*

*Okos Partners specializes in helping you think differently about your business, your customers, your teams, and your processes. We create and implement world-class learning solutions backed by astute consulting and coaching to keep these competing aspects of your world aligned—and to keep your teams and customers engaged. [www.okospartners.com](http://www.okospartners.com) or 707-252-8880.*

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**Terex Service Centers  
named Load King  
Authorized Service  
Locations**

Today, Load King, LLC, a wholly owned subsidiary of Custom Truck One Source (Custom Truck), announced that all Terex Services locations will be Authorized Service Centers for Load King Cranes. As an Authorized Service Location, Terex Service Centers will now provide maintenance, repair and parts for Load King products.

"We are very excited to partner with Terex Services to offer their existing knowledge of after-sales support for our products in this important market," said John Lukow, Senior Vice President of Load King Cranes.

"Through this exciting relationship with Load King Crane, we look forward to providing service support to their customers," says Richard Gunderman, Vice President, Parts & Service for Terex Services. "By working strategically with our customers, we are able to provide multiple avenues of assistance through our service offerings, parts support and equipment training throughout the United States."

In all 19 Terex Service Centers in the United States, positioned coast-to-coast, Terex Services will now provide services for Load King boom trucks, truck cranes and Terex® legacy products for Load King customers within 150-mile radius of each Terex Service Center location. For assistance, Load King customers can contact Terex Service Centers directly at 1-844-TEREX-4U (1-844-837-3948), in addition to customers contacting Load King's call center at 1-833-281-7911.

For more information about Load King Cranes products and services, please visit [www.loadkingmfg.com](http://www.loadkingmfg.com).

For more information about Terex Service Center locations and services, please visit: <https://www.terex.com/utilities/en/service/equipment-services>.

#### **ABOUT LOAD KING**

*For decades Load King has been producing first-class heavy equipment. Cutting-edge innovation and engineering excellence make us the market leader. Load King is a key part of the Custom Truck One Source family of brands, offering standard and custom trailers, vocational equipment, and a full line of boom trucks and truck cranes. For more information, please visit Load King's website: [www.loadkingmfg.com](http://www.loadkingmfg.com).*

#### **ABOUT TEREX SERVICES**

*Terex Services is an important part of Terex Utilities, a business unit within the Terex Aerial Work Platforms segment of Terex Corporation. With 19 full-service facilities and field service technicians across the nation, Terex Services repairs, refurbishes, inspects and installs heavy equipment in the aerial work platform and electric utility equipment industries. To learn more, visit Terex Services website: <https://www.terex.com/utilities/en/service/equipment-services>*

#### **ABOUT TEREX**

*Terex Corporation is a global manufacturer of lifting and material processing products and services delivering lifecycle solutions that maximize customer return on investment. Major Terex brands include Terex, Genie and Powerscreen. Terex solutions serve a broad range of industries, including construction, infrastructure, manufacturing, shipping, transportation, refining, energy, utilities, quarrying and mining. Terex offers financial products and services to assist in the acquisition of Terex equipment through Terex Financial Services. More information about Terex is available on its website [www.Terex.com](http://www.Terex.com), on LinkedIn [www.linkedin.com/company/terex](http://www.linkedin.com/company/terex) and on Facebook [www.facebook.com/TerexCorporation](http://www.facebook.com/TerexCorporation).*

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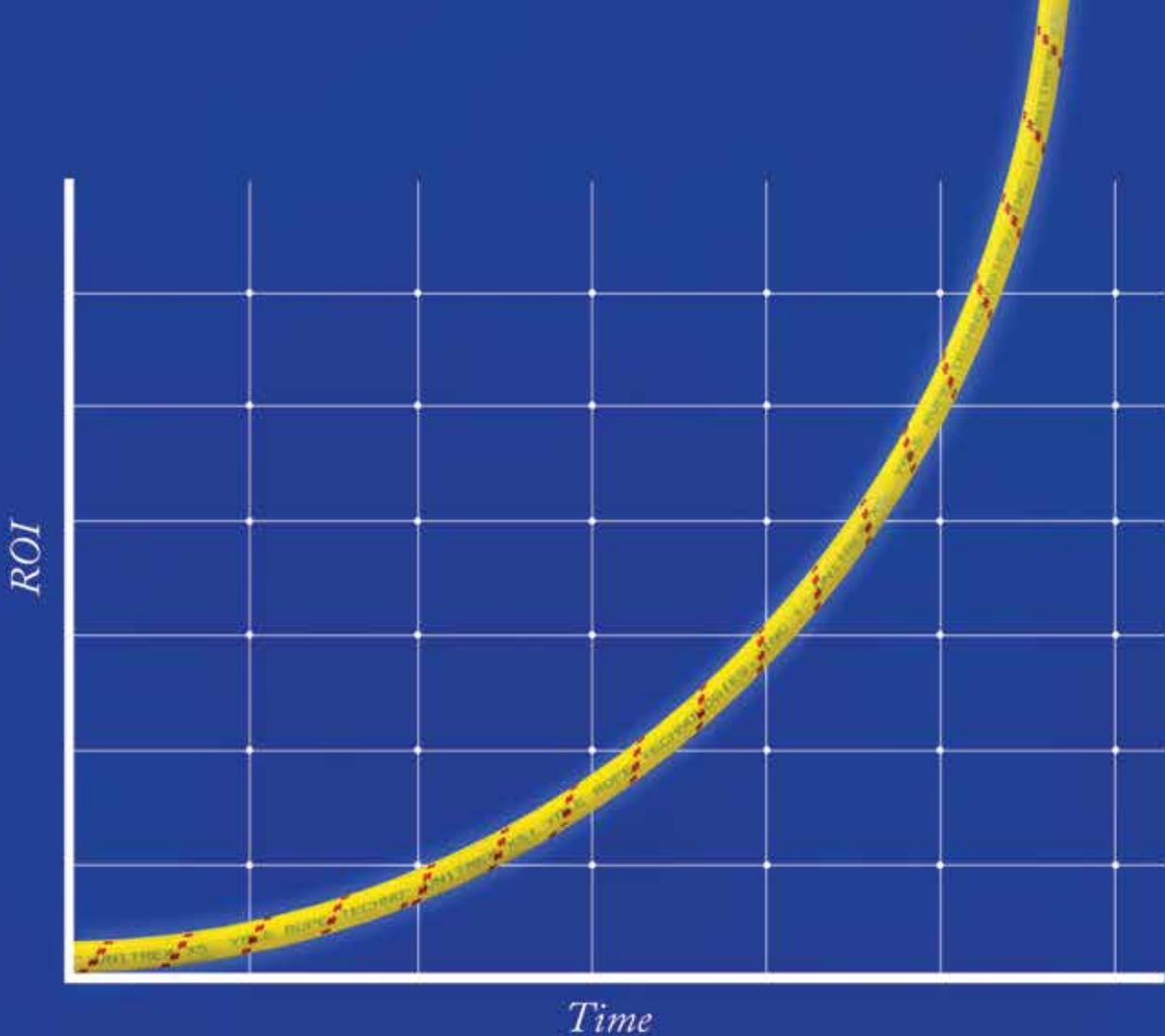
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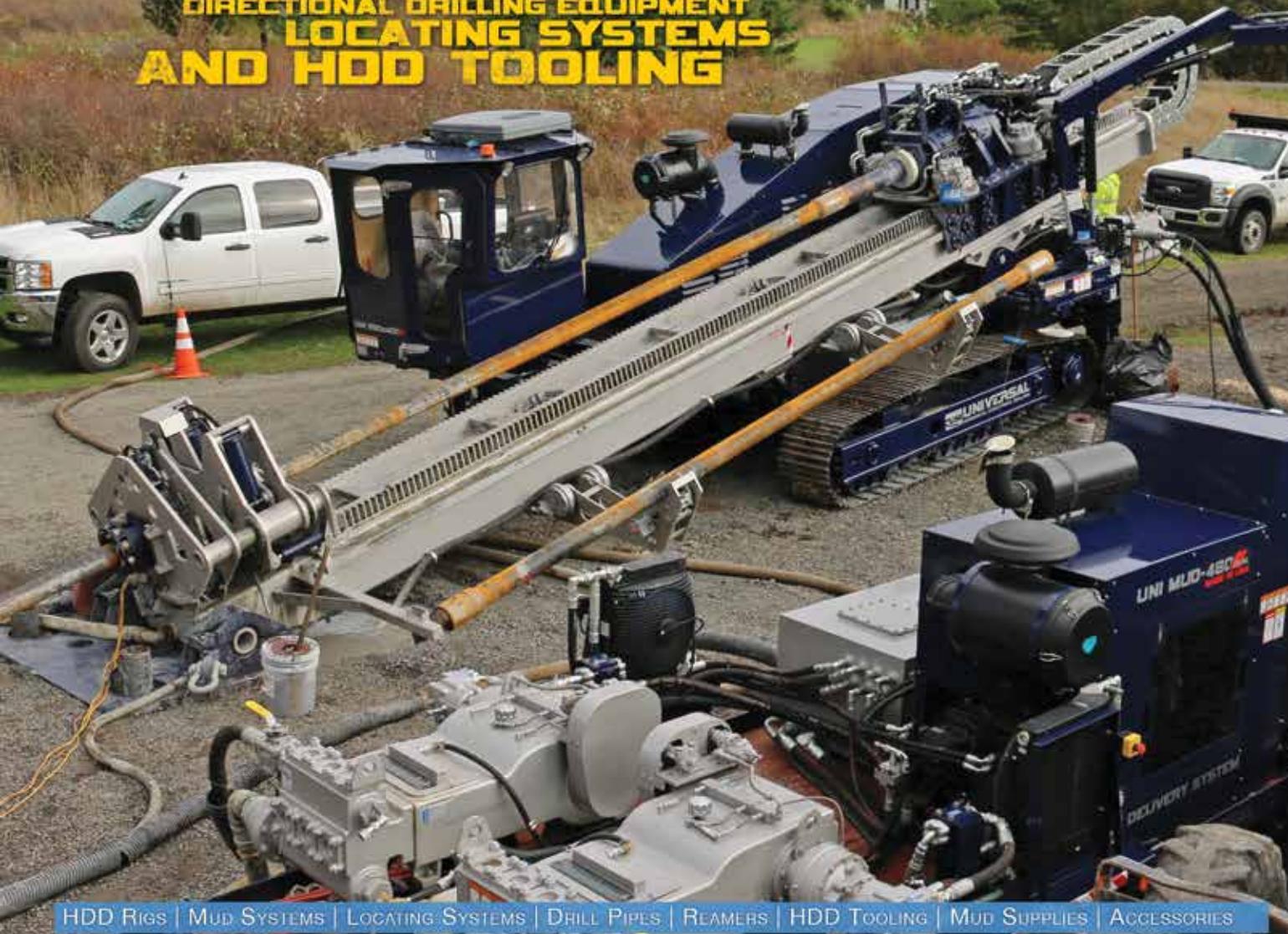
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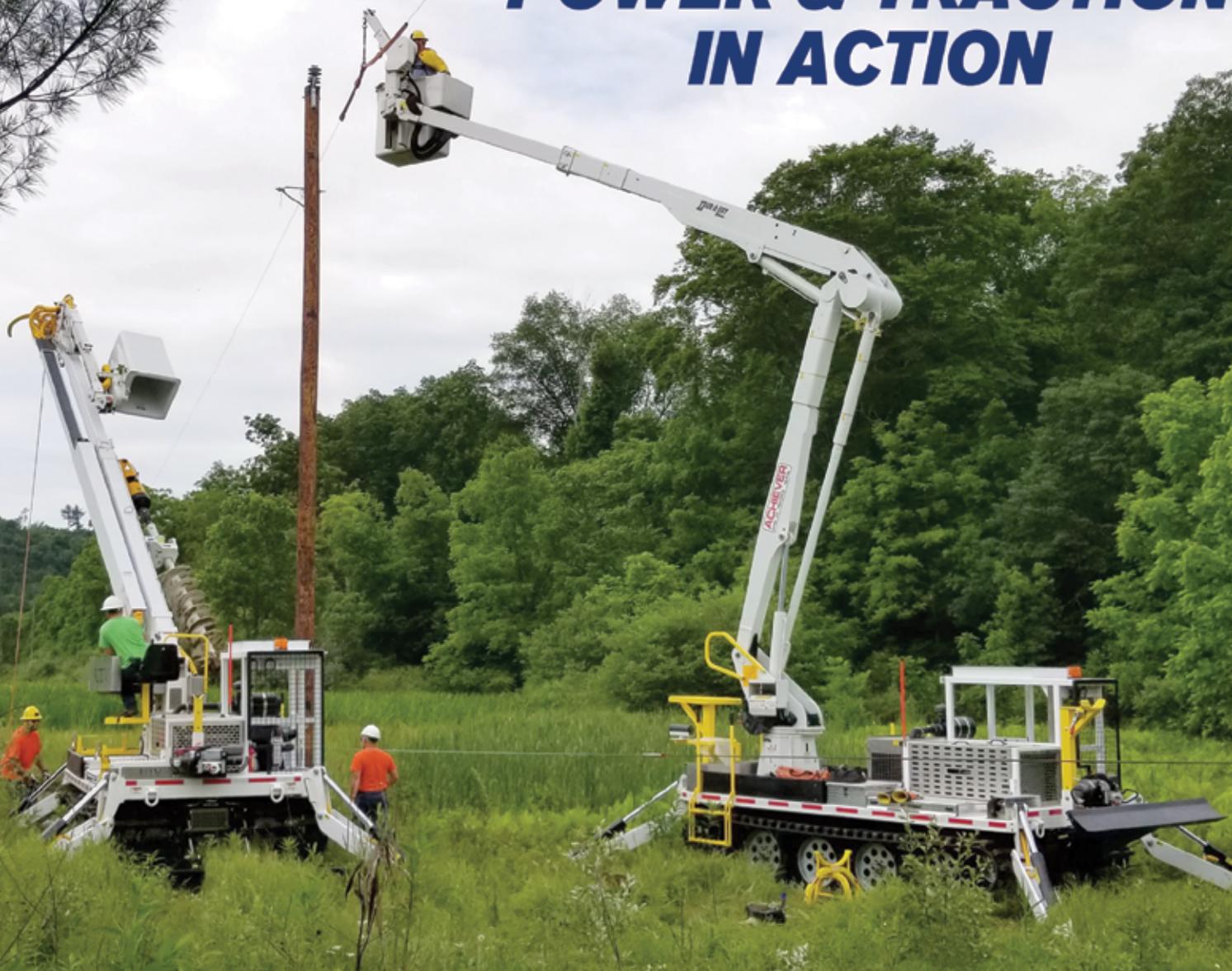
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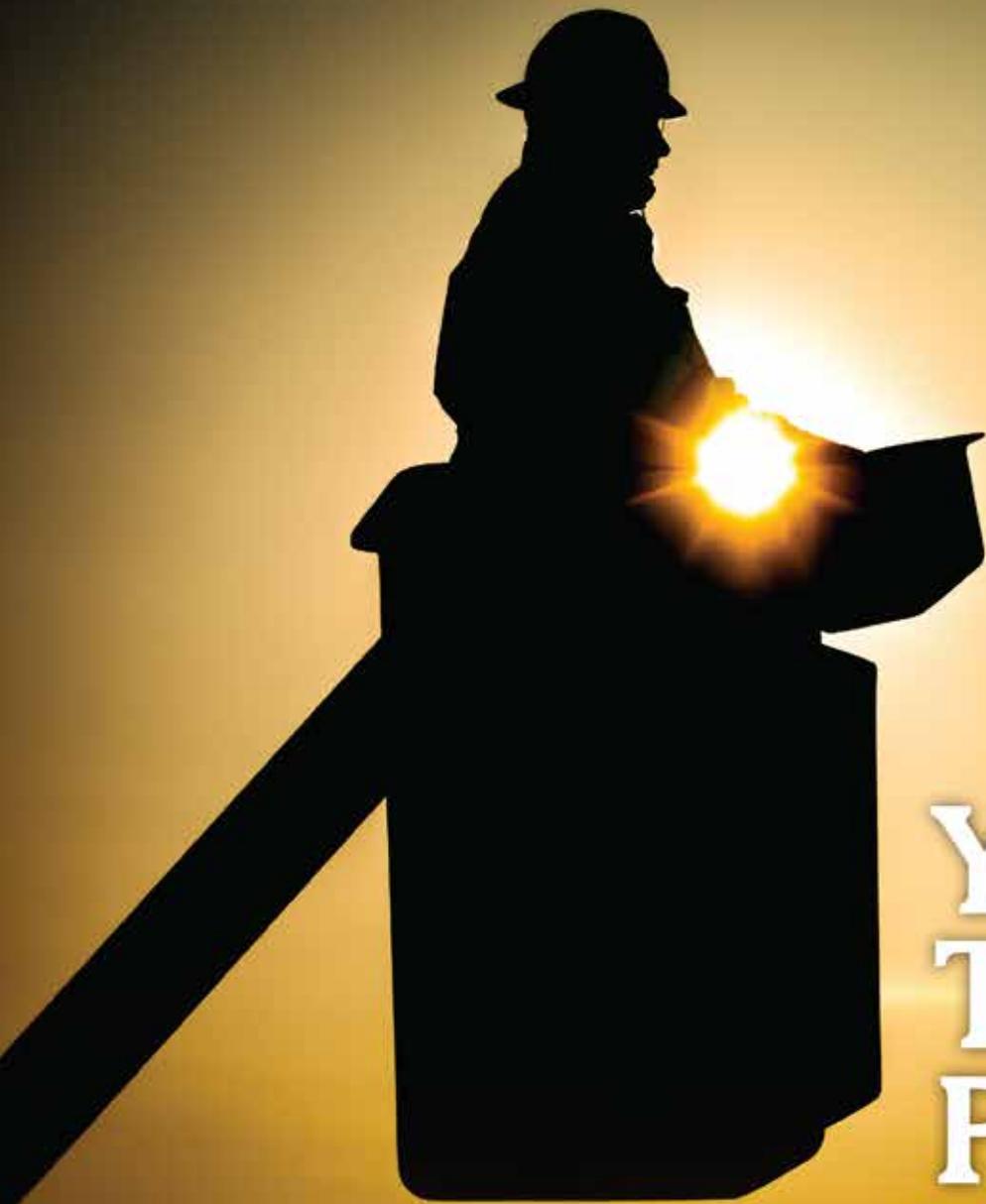


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