



Three-Part Harmony: Trucks, Trailers, and Team

Good construction is a bit like harmony; you don't notice how well it's going until someone is out of tune.

For those of you in the business, you are likely nodding your head in agreement. But that's bitter-sweet, because if you agree, it means that you, at some point, had the finely-tuned machine that is your construction schedule break down, leaving well-paid tradesmen standing around because some small cog in the larger mechanism didn't show up.

And that's usually how it happens. One truckload of something doesn't show up, and there goes the schedule — and lots of folks are stuck playing catch-up.

ALL knows from experience that every part of the crane has to be there, from bolts to booms, cable to

counterweights. Sounds simple, until you consider that for a job set for six months from now, the delivery schedule is already being developed. And here's why.

The job might call for a couple of large-capacity crawlers, perhaps Manitowoc 18000s, along with a handful of ATs and a second handful of support lifts — like aerial units and forklifts. Suddenly the amassed armada being readied for the job six months down the road is approaching 100 trailer loads.

And timely, accurate delivery is a logistics miracle that needs to look effortless — while not affecting other customers' schedules.

That's ALL — and it takes trucks, trailers, and some sweet harmony.



Delivering Sand: Supply and Demand 101

“You don’t name names when someone drops the ball in this business,” said Rick Mikut, crawler crane division manager, “but here’s a scenario that relates.”

Mikut explains that in horizontal drilling, or frack mining, you need sand. Tons and tons of sand. Fracking’s been around a long time, and the sand used is pretty specialized. At one time, there was lots of sand to be had and bidders could get that price down pretty low.

“But then,” explained Mikut, “things got much busier.”

Now lots of folks needed lots of sand. Prices went up, and the industry became more attractive

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Tough As Steel ... and Then Some: Galvanized Steel Trailers

Whether it’s used to fabricate a small hand tool or a flatbed trailer, galvanized steel is the best defense against metal’s worst enemy: rust. “Galvanized” means the steel is metallurgically bonded with layers of zinc, a metal that is less likely to corrode. It can withstand atmospheric corrosion for many years with no maintenance, as zinc corrodes at a very slow rate. This makes it ideal for structures such as bridges, signs, water facilities and power plants.

Galvanization means longer life for the product, increasing the value of the steel. Even if it becomes scratched, the multiple layers of zinc will protect the area around the scratch for years to come.

Zinc is a naturally occurring metal, abundant in the Earth’s crust, and mined in several U.S. states as well as internationally. But the concept of using zinc to galvanize and strengthen other metals is not new. Galvanizing steel has been around for centuries — at least since the 1700s. The process is named after Italian physicist and physician Luigi Galvani, who conducted experiments using electricity and metals.

Although it costs more to purchase galvanized rather than “bare” steel, the economic benefits over the long term are clear, since it offers a lifetime of usage with minimal corrosion.

How is steel galvanized?

An object’s lifetime corrosion resistance depends greatly on how the zinc is applied. In short, the coating can be thick or thin.

Hot dip is the most effective method of galvanization — and it’s the one used for the trailers ALL purchased. During hot-dip galvanizing, steel or iron sheets are passed through a bath or vat of molten hot zinc, which bonds to the iron in the steel, forming a strong, protective barrier. The sheets can then be spun into different sizes without the zinc flaking off.

How does ALL measure the value of choosing galvanized steel?

The short answer: The value is measured in years.

Strong and reliable, galvanized steel is more expensive than regular steel, but these trailer decks will require less maintenance and be more resistant to chips, scratches, and wear, particularly corrosion caused by road salt and brine.

“We’ll see a great return on our investment in galvanized steel trailers,” said John Bacci, logistics director for the ALL Family of Companies. “Over the life of a trailer, we can do a lot in our shops to extend the life of our fleet — rebuild brakes, refurbish wood decks and electric lines, etc. But we won’t have to completely rebuild these new galvanized units because they are just that much more durable.”

The company estimates these trailers will remain a vital part of its fleet for three times longer than regular painted trailers.

“That’s a significant upgrade,” said Bacci. “This durability will not only make a positive impact for our northern branches that endure brutal winters, but also for branches in the Gulf region, where salty ocean air can really corrode metal.”

By investing in different types of steel trailers, ALL ensures the right equipment is available at each customer’s job site, for every variety of work and every geographic difference. This is what customers have come to expect from ALL — a commitment to ensuring the quality, longevity, and functionality of every piece of equipment they own.

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to smaller players who wanted in on the fracking boom. Demand was up, and getting all that sand to all the sites became more lucrative but also more challenging. One day, a smaller dealer — who didn't control the sand supply directly — missed a delivery, making the entire mining and drilling crew have to wait for sand.

“That’s how not preparing for delivery demands can be bad for business, even when business is booming,” explained Mikut.

“Fast forward to today,” Mikut continued, “and we have the drilling slowing up a little because barrel oil is trading lower. That same guy who couldn't meet delivery in peak demand may now be too small to weather the slowdown. Now he may not be able to show up, but for worse reasons. His business could be failing.”

Mikut explained that it's the same scenario for anyone delivering to job sites. He points out that ALL has a team to plan for market conditions, and the trailer fleet is managed according to the team's analysis.



Comprehensive Service: The ALL Family of Companies

As the ALL Family of Companies grew and expanded into 37 locations, it added divisions and shops at each location that would enhance and add greater value to the ALL experience. The trailer division has been a major investment, created so that ALL and its customers would never have to depend on the third-party companies who handle the transport of equipment to and from job sites.



WE ARE YOUR LANDOLL TRAILER DEALER!

Like ALL, who celebrated their 50th anniversary in 2014, Landoll has accumulated 50+ years of experience in the commercial vehicle market, having celebrated their own half-century mark in 2013. Still, it is fair to say that Landoll and ALL share more than a memory of when the Beatles first came to America. They share a business ethos.

"I love Landoll's corporate way of being. Maybe it's because they are rooted in the Midwest, or maybe they just have a customer-centric approach to their business, but Landoll is dedicated to creating a customer experience. They deliver quality products and a good value," said Gary Searle, general manager of ALT Sales, a division of the ALL Family of Companies. "I'm honored to represent their brand because we share those same values."

ALT is proud to be an authorized Landoll dealer, offering for sale every variety of trailer Landoll makes. ALT is headquartered approximately 20 miles from the ALL Crane corporate headquarters, south of Cleveland, Ohio, and remains a division in order to give the company its focus on boom truck and trailer sales.

Landoll, founded in Kansas, has 350,000 square feet of dedicated manufacturing space on its 22-acre campus.

Landoll: Evolution Through Innovation

After its founding in 1963 as a welding and repair shop, Don Landoll knew the future of his young company was going to be in the design and manufacture of things they would call their own. In the late 60s, several pieces of farm equipment were introduced. But it was in 1970 that an innovative traveling axle ground-loading trailer was designed. Landoll was granted numerous patents for the new design. This ingenious trailer is the backbone of the current Landoll Corporation trailer.



Sales continued to grow, and expansion into new markets kept the plant expanding. But the original focus on delivering quality was unwavering; regardless of the pace of expansion. Landoll Corporation, in fact, formalizes its approach to quality with its Total Quality Initiative (TQM), which continually improves products, services, and processes.

ALT Sales and Landoll

"Their quality is part of their brand," explained Searle. "I have customers in every industry. From towing to recovery to construction. From agriculture to rental. Whomever I talk to in any industry, my team never has to explain the Landoll reputation, it precedes them. We use Landoll as part of our own fleet to support the crane business," he said.

"There are certain universal things we like about Landoll," said Searle. "For example, Landoll trailers offer superior load angles. Plus, they last and last," he said, referring to the galvanized structure. In fact, Landoll is one of the only trailer manufacturers to offer powder coat paint on an entire trailer frame. The very durable, zinc-rich powder primer is applied prior to painting the entire frame.

"They also stand behind the product, and not just with a standard warranty. Some of the critical systems carry special warranties, like their Ultra Blue Seal wire harness, which has a 7-year warranty, and the Super Nova LED lights — with a 10-year warranty. I also love the centralized grease system for the undercarriage," concluded Searle.

"Landoll Corporation, for three generations now, has been a leader in innovative design and world class manufacturing of quality products," said Searle. "We hope to represent their excellent products for three more generations."

Offering the ultimate customer service experience has always been how ALL does business. ALL realized early the value of a department with dedicated, full-time employees who manage an unbroken supply chain for their customers — locally, regionally, nationally, and continentally.

Because proactive instead of reactive maintenance is the hallmark of ALL operations, customers have come to count on the fact that every machine, part, or component meets or exceeds the manufacturer's specifications. When a customer needs equipment, they can count on door-to-door service and the expertly maintained machinery ALL provides.

New Equipment, Expanded Capabilities

In 2014, ALL invested heavily in the trailer fleet, responding to expansion in many core markets and all geographies.

"We now have 450+ trucks/tractors and 2,000 trailers to ensure faster delivery of any of our 3,500 pieces of lift equipment anywhere," said John Bacci, Logistics Manager for ALL. "From Canada to the Gulf and coast to coast."

Bacci is a member of an elite group, but he pushes back on compliments. What is understood: the company's dispatch team is highly trained and prepared for any and every eventuality — they keep the fleet moving.

Increasing the number of available trailers saves clients money and elevates ALL's ability to deliver on time, offering faster turnaround times and minimized downtime. This is a wise investment, and one ALL is happy to make as it means more and better ways to serve customers.

In 2014 alone, ALL added:

- 24 tilt-bed Landoll traveling axle trailers: nine Landoll 440s (40-ton capacity) and 15 Landoll 455s (55-ton).

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These trailers extend ALL's capabilities to deliver heavy, large loads with ease. The tilting trailer offers a low loading angle and a low clearance slope transition, allowing for greater ease when loading forklifts, manlifts, and other low-clearance equipment onto the upper deck. ALL is an authorized Landoll trailer dealer.

[For more information, see the sidebar article, "We Are Your Landoll Trailer Dealer," page 37.]

- 30 trailers and 23 tag axles, being custom built by Nelson Manufacturing in Ohio. Tag axles, so called because they "tag behind" the main drive axle, can be lifted or lowered by the driver to spread out weight and ensure compliance with various states' road weight restrictions. When moving oversize loads, tag axles — sometimes multiple axles on a single trailer — can be very helpful, since the axles hold the weight of the vehicle plus any cargo. ALL was pleased to invest in these trailers with an Ohio-based company. Nelson has previously provided ALL with a variety of specialty boom launch trailers, customized by potential usage and to ensure compliance with varying state regulations, depending on where and how the trailers will be used.
- 138 Manac trailers, 104 with galvanized steel decks. *[See our sidebar, "Tough As Steel ... and Then Some: Galvanized Steel Trailers" on page 35 for more information about the value of buying galvanized steel.]* This purchase included 100 step-deck trailers (also known as drop-deck trailers), which have a top and bottom deck, unlike a flatbed trailer. The group of step decks purchased includes (50) 45-foot units with close tandem wheels, a feature that makes them ideal for accompanying a taxi crane fleet to a job site. Taxi cranes are a daily crane rental fleet with great mobility and maneuverability, meant especially for work in urban areas. Another 50 of the trailers were 48-foot spread-axle units, ideal for longer hauls and heavier loads. Spread axles have a greater distance between the axles at the rear of the trailer than a tandem trailer does, which helps spread out a heavy load. Although total weight restrictions must always be observed, distributing heavy weight can ease transport, making for a smoother ride.

Seamless Supply Chain, Proactively Managed Logistics

"The trailers we've purchased in 2014 alone show ALL's commitment to investing in customer satisfaction," said Bacci.

"We are continually looking at ways to improve and enhance service. For example, by buying trailers with a variety of capabilities and different ways they can be configured and used, we can be sure we remain compliant with any state or federal transport regulations, and we can offer customized choices depending on what equipment needs to be hauled and to where."

"We try to handle all the logistics in-house," said Bacci. "This is more reliable for our customers, and saves on costs as well."

The ALL Advantage

ALL's specialized transport divisions have ICC authority in the 48 contiguous U.S. states and throughout Canada. As proud members of SC&RA, the Specialized Carriers & Rigging Association, ALL has the capability, equipment, knowledge, and expertise to move its equipment — or yours — safely, smartly, and on time. ▼



PUTTING 150 FT WITHIN REACH

You're first in line to hear about your customers' work and the kinds of machines they need to be productive. So when a contractor says they've got a big job that needs height, reach and power, we've got just the machine they're looking for. The 1500SJ is the first self-propelled telescopic boom lift that can take operators 150 ft and doesn't require an oversized load permit. A telescoping jib provides greater work envelope flexibility while 100,000 psi steel provides strong support for work at heights.

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