

Wood's CRW is
an authorized dealer for:



**NATIONAL
CRANE®**

SHUTTLELIFT®

**Link-Belt
EXCAVATORS**

ATLAS
SINCE 1985

V O L V O

Mecalac

MERLO



AED

ISRI
MEMBER



Wood's CRW
PO Box 1099
Williston, VT 05495

Presort Standard
U.S. Postage
PAID
Burlington, VT
Permit No. 478

Return Service Requested

RENTAL FACEOFF

Model	75RT	VS.	85RT
Boom	142'		142'
Jib	35'-58' Manual		35'-58' Smart Fly
Full O/R Width	24'		24'
Tailswing Radius	13' 7.98"		13' 7.98"
Outriggers	Variable CALC		Variable CALC
Working Weight	98,958		104,838
Counterweight	14,500		19,200
	360 Degree - Full CTWT		360 Degree - Full CTWT
25'	60,600		66,500
50'	21,200		24,300
75'	10,600		12,100
100'	5,700		7,000
125'	1,400		2,400
	58' Jib - 116' Boom - 15 Offset		58' Jib - 116' Boom - 15 Offset
100'	5,700		6,000
125'	4,000		4,200
150'	2,000		2,900



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AUTUMN 2022, Volume 27, No. 2

Wood's CRW Northeast

CRANE REPORT

Current Industry Information for the Northeast Crane Owner

Link-Belt ATC's: One Engine or Two



Link-Belt Cranes spent ten years learning more about the AT business with a marketing and support agreement with Tadano Crane that started in 2002. Over that period, they learned a great deal about what work and what new challenges are present when you design and engineer larger mobile cranes. When they introduced their flagship ATC3275 at ConExpo in 2011 it turned many heads with some new concepts including a different front outrigger beam location (behind the second axle) as well as the addition of a front jack and single occupancy lower cab. Like all Link-Belt models, the ATC3275 has seen many improvements over the last ten years. The addition of the ATC3210 mimicking the basic design philosophy in 2014 further proved that the model worked in the North American marketplace. Strong charts, simple operation, US built cranes with local parts and a distribution network was something the market valued. The synergies with the Pulse operating system also made it attractive to fleet owners who already owned Link-Belts.

In 2018 the new concept 175AT was introduced at Cranefest to much fanfare. The more traditional AT design featured a behind axle one front outrigger box and a single engine design more similar to the truck cranes they are so well known for.

The advantages of a single engine machine are rather obvious. One engine to maintain, carrier weight engineered to maximize capacities and the reduced cost to the OEMS of one power source vs the two. On the flip side, crane operating hours are split between the carrier and upper engine, prolonging the time before overhaul and hence resale value vs road and crane hours being combined on one. There have also been situations where an owner was able to continue operating their two-engine machine on a job site for months when their carrier engine failed and had to be shipped out for rebuilding. That just isn't going to happen with a single engine machine.

Thankfully, today Link-Belt offers both options depending on the capacity. Either way you get the support from a local dealer that is supported by parts, engineering and manufacturing centrally located in Lexington Kentucky.



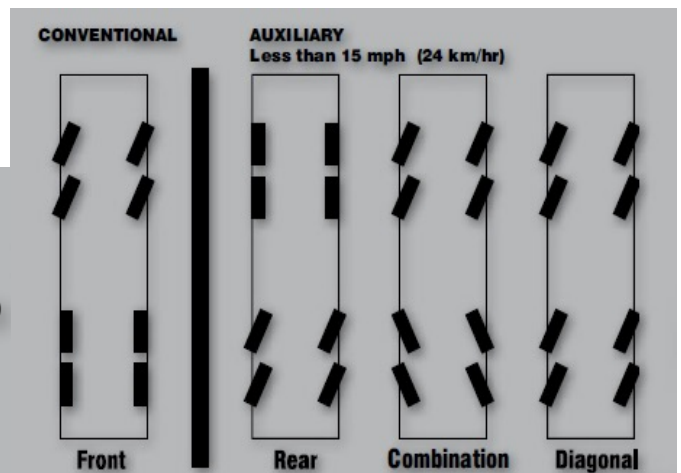
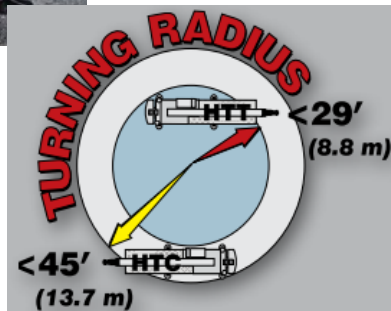
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The Sixteen Foot Advantage

In the Crane Universe, everyone involved is seeking to put themselves in a position, or better, a circumstance or condition, which gives them the favorable or superior advantage. Jobsite set up for any crane is crucial to the success of that day's lift plan. The **Link-Belt Hydraulic Truck Terrain** provides the advantage, over other typical truck cranes, which allows easier positioning with it's all wheel steering Package.



Since 2012, Link-Belt has had the HTT in its product offering. It is not an All-Terrain (AT), and it does not pretend to be. It is a US Built Hydraulic Truck Crane with the ability to reduce the turning radius by up to 16 feet over its Truck Crane counterpart. All HTT's provide the operator with 4 Steering Modes allowing easier and faster set up times in tight places.



Comprised of 8 Super Single Tires, the HTT needs only 1 spare rim and tire combination and offers full locking rear axles to improve traction on tough jobsite conditions. And yes, jobsite travel is permissible with Full Counterweight on the 75 and Partial Counterweight on the 100 & 110 for exceptional versatility. Wood's CRW currently has the 2022 Link-Belt HTT-8675 II available in stock now. Please contact your Area Territory Manager for more information and details.

New & Used Equipment Specials!

Find More Inventory at www.woodscrw.com



2019 Link-Belt 100RT
2,411 hrs., 155' Boom - 58' Jib,
Block & Ball stk10258;
\$749,500



2022 Link-Belt HTT8675II
All Wheel Steer, 64' bi-fold fly,
2 winches, 60-ton Block & Ball,
stk12587;
Call for Pricing



2021 Link-Belt TCC-800
1,210 hrs., 120' Boom - 80 Ton
Capacity, Block & Ball
stk11464;
Call for Pricing



2021 National Crane NTC55L
2,753 hrs., 151' Boom,
Cummins X-15, stk11594
\$609,500



2015 Link-Belt 238HSL
7,367 hrs., 190' Boom & Tip Extension,
Block & Ball, stk8417;
\$849,500



2022 Link-Belt HTC-86100
55 hrs., 140' Boom - 58' Jib, Block &
Ball, stk12588;
Call for Pricing



2014 Link-Belt RTC-8050 II
3,692 hrs., 110' Boom - Aux. Lift
Sheave, Block & Ball, stk7896;
\$295,000



2014 National Crane NBT45
10,000 hrs., 76,000 miles, 127' Boom
- 55' Jib, Peterbilt 367, stk13379;
\$309,500



2014 Link-Belt HTC3140L
7,100 hrs., 60,000 miles, 195' -
Boom - 55' Jib, Cummins ISX-15,
stk13380;
\$619,500

Machines On Order or In Stock (Subject to Prior Sale)

Link-Belt

Telescopic Crawler Cranes

TCC500
TCC550
TCC750
TCC800
TCC1200

Lattice Crawler Cranes

138HSL 80-ton
228HSL 230-ton
238HSL 150-ton
248 HSL 200-ton
298HSL 250-ton

Link-Belt

Rough Terrain Cranes

RTC8050II
RTC8065II
75RT
85RT
100RT
120RT

Hydraulic Truck Cranes

65HT
HTC86100
HTC86110
HTT8675
120HT

All Terrain Cranes

175AT
ATC 3275

National Crane

Boom Trucks

8100D 23-ton
NBT30H 30-ton
14127A 33-ton
NBT40 40-ton
NBT45 45-ton
NTC55L 55-ton
NTC60XL 60-ton

Shuttlelift

Carrydeck Cranes

Shuttlelift 5540F 15-ton
Shuttlelift SCD20 20-ton
Shuttlelift SCD25 25-ton

Atlas/Link-Belt

Material Handlers

(NY & PA only)
LBX250 MH 42'5" Reach
270 MH 48'6" Reach
350 MH 53' Reach
400 MH 59'4" Reach

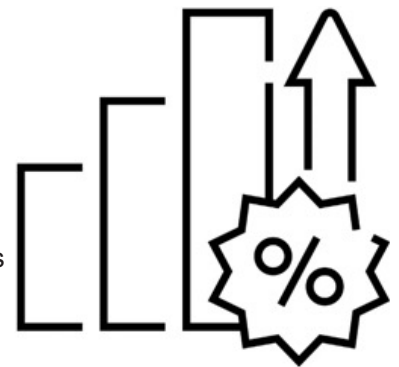
Fleet Management - Lock & Load for 2023

Fleet planning can be difficult these days. Knowing when to upgrade certain units in your fleet can be like playing Russian roulette. Now we have the additional challenges of a rising interest rate environment and new machine availability issues to overcome when making strategic fleet moves. To assist with these challenges, CRW has forward ordered machines for 2023 and **can now offer interest rate locks today for machines to be delivered in the first and second quarter of 2023** for deals in excess of \$750,000. Please contact your CRW Territory Manager on how this program may work to fix your payments and rates for next year.

Supply Chain Pain - What is CRW Doing?

The supply chain issues that have affected the rest of the world have certainly affected the crane and lifting industry. All the OEM's that CRW partners with have had challenges fulfilling replacement parts, shipping, employee turnover and new production capabilities. As niche players, they are even more susceptible to supply disruptions. Their lower unit production effects their buying power over the much larger OEMS. With that in mind, CRW has taken several steps to try to ease the pain to our customer partners.

- Our dollars invested in parts on hand has increased by nearly 16% over 2021 levels.
- Warehouse locations in two of our four branches have added square footage in excess of 20% in the last 18 months.
- We have forward ordered new products into the fourth quarter of 2023 to help ensure availability for both rental and sales requirements for our territory.
- We have actively added to our fleet with late model machines with transfers from other dealers to beef up our offerings.
- Our lattice boom crane refurbishment program currently has two machines in process that will emerge in the coming months as solid value options to new machines.
- We have non-traditional lifting options that can offering new solutions including Atlas Material Handlers, Merlo Tele Handlers, and Maeda Mini Cranes.



No Crane Operator Required



Material handlers are another way of moving and lifting product. They are very common in break bulk, waste, recycling, and wood products industries. They are certainly not mobile cranes as they do not have winches or telescoping booms. They do, however offer, the ability to add specialty attachments on the end of the boom that allow for efficient handling of various material including magnets, grapples, clamshells or lifting hooks. They are also built for duty cycle type work, and they allow for handling loads below and above grade with defined capacity charts. Standard elevated cabs can improve visibility and load control. CRW is now stocking both **Linkbelt** (track) and **Atlas** (wheeled) material handlers with maximum reaches out to 52' and maximum capacities from 40,000lbs in close to 7,200 at full radius.

If you are looking for a new way of moving material or product, contact your local CRW Terriwitory Manager to learn more about our Material Handling Solutions.



228HSL - Upgrade and Update at the Same Time

For years Link-Belt's 138H/H5 and HSL 80 ton machines were the go to option for pile driving, steel erection and general bridge work. In fact, many of those machines are still working today. Fast forward 10 years and Link-Belt's even more popular 110 ton 218HSL became the largest machine you could transport with the tracks on making it very appealing for those who move after weeks of work vs. the multiple months on most bridge jobs.

Today, that evolution may be to the **130ton 228HSL**. With everything getting heavier and radius work farther out, the **228HSL** may be just the perfect fit to replace you decades old 218 HSL. With 26% more average capacity with 150' of boom, the 228HSL is a sizable step up from the 110 ton at radius. What is the same at the 218HSL is that it feature the same cummings engine, quick draw self erection option, aux sheave, and free spooling third drum. What is new is the carbody counterweights replace the cumbersome side frame counterweights and standard carbody jack cylinders for self-removal of the tracks.

Transportation wise, the 228 shrinks to under 12' wide with the tracks retracted and 119,541 gross weight allowing simple movement in some states with the right trailer. Should your state transportation laws require lower weights, it can drop its own side frame and reduce the weight to under 75,000 lbs.

If 2022 is the year to invest in future of your fleet reach out to your CRW territory manager to learn more on how you can update and upgrade with a new **228HSL**.



Customer Partner Profiles

Capeway Roofing Systems, Inc. was founded in 1986 by Dennis Mello, Jose Calheta and Manuel Hermenegildo. They are a commercial and industrial roofing company that specializes in properties such as schools, public safety buildings, warehouses, malls, and other similar type structures.

Today Jose is President and his son Dion Calheta is VP. They have grown the company to 100 employees and encompass a working area the size of New England. Working from their hometown of Westport, MA they complete projects in destinations such as New York, New Jersey, Connecticut,



Martha's Vineyard, Nantucket, Rhode Island, and even a project in Portugal. Employees are fully trained, installing the latest roofing systems while utilizing the most modern non-intrusive techniques available. Along with extensive and ongoing work for Stop & Shop and Rhode Island College some of their recent work includes Bristol Aggie in Dighton, MA and a re-roofing project for Sharon, MA High School. A few notable projects in the past have included the UMASS Lowell, Tsongas Arena and the Providence Performing Arts Center.



Wood's CRW has been fortunate to partner with Capeway Roofing Systems and recently worked with them in purchasing a National NBT30H-2 boom truck. Mounted on a Peterbilt 567 chassis, the crane has 30-tons capacity, 110' boom and 22' flatbed allowing for transportation and placement of needed materials. A BoxHaul self-dumping bin completed the package to bring debris down from rooftops and send new roofing components up. Wood's CRW appreciates customers like Capeway Roofing Systems and would like to thank them for turning to us to purchase this piece of equipment.

Customer Partner Profiles



Allegany County, Department of Public Works recently acquired a brand new, Link-Belt 120HT hydraulic truck crane to assist its bridge and infrastructure crews on upcoming projects. The Link-Belt 120HT and its "chassis of the future" provides both modern style and more importantly modern safety features which was paramount in the county's decision in making the investment.

The 120HT is the first in the industry to incorporate an air-ride suspension and air disk brakes to the truck crane market, eliminating the traditional walking or bogie beam setup. Aside from a great improvement in ride quality – there has been a dramatic improvement in handling, maneuverability and stopping power. The 120HT offers a 164.1' [greaseless] main boom and a tip height of over 260'!

As in the private sector, the versatility and mobility of a Link-Belt hydraulic truck crane will allow the county to perform various types of work without the need for relying on a truck and trailer for transportation. The county plans on using the 120HT for everything from setting trusses to driving sheet pile and building bridges. The 120HT travels with as much as 20,500 LBS. of counterweight making it an incredible taxi crane.



Fun Fact: Link-Belt hydraulic cranes with pin and latch booms are capable of driving pile without voiding the warranty, so long as certain parameters are met – contact your local Territory Manager for more information!



Hadley Moores founded Moores Crane Rental in 2000. Today they provide crane and rigging services to customers throughout New England from their Dover, NH headquarters. Utilizing a comprehensive mix of equipment affords roughly a dozen operators and as many riggers the tools they need to complete a wide variety of customer projects. Most recently they were called upon to provide long term hoisting and rigging services for Lonza Biologics at their Portsmouth, NH expansion project. This facility accommodates pharmaceutical production capacity for companies such as Pfizer and Moderna. Large, precision, medication manufacturing equipment must be brought into upper floors of the plant and moved into position.

When a machine with unique capabilities was needed for this project, Moores Crane Rental looked to Wood's CRW for the purchase of a new **Merlo ROTO 70.28S PLUS** rotating telehandler. With a maximum capacity of 15,400 lbs., this machine can lift 6,600 lbs. 92' high and reach a 76' radius with 1,800 lbs. A wide array of attachments are also available from Merlo. Moores Crane Rental chose 72" forks, 8-ton heavy lifting hook, hydraulic winch and extendable slewing work platform. Machine features include A/C, tilting cab, continuous rotation turret, rear view and boom tip cameras, wireless remote control, 4-wheel drive and three steering modes. It also may be street legal in your state, with a top speed of 25 MPH.

Beyond the Lonza project, the machine will surely prove to be a valuable addition to the company's fleet. Its capabilities combined with Merlo's extensive range of attachment options create opportunities that other telehandlers can't rival. Wood's CRW thanks Moores Crane for putting their trust in us as their equipment solution provider.



Employee Spotlight

We are pleased to announce that **Phil Donoway** has joined the Wood's CRW Sales Team. Phil is the new Cranes and Lifting Equipment Territory Manager for Western and Central New York.

Phil is a United States Marine veteran and comes to us with a strong utility background and the past nine years with Aerial Crane of Parsonsburg, Maryland. Phil enjoys the outdoors and spending time with family and friends. Phil is looking forward to working with our customers to meet their equipment needs so they can operate as efficiently and profitably as possible.



Wood's CRW welcomes **Allison White** as our Marketing Coordinator. Allison attended Champlain College where she received a Bachelor of Science degree in Business Administration with a concentration in Marketing. In addition to marketing, Allison has experience in customer service, logistics, e-commerce, analytics and administrative skills.

Allison grew up in Colchester, Vermont and now lives nearby with her two dogs. In her free time, Allison enjoys reading, cooking, traveling, and practicing yoga. In the summer Allison enjoys going to the beach and boating, and in the winter she frequently skis.

Andrew Sterling has joined our Pennsylvania branch as their Parts and Service Coordinator. He is married with 3 children and 4 grandchildren.

Growing up in Minneapolis, Minnesota, Andrew served in the U.S. Army, with his final duty in Fairbanks, Alaska. For nearly 20 years he was the owner of a medical equipment company, Keystone Mobility, serving 16 counties in Central Pennsylvania, and giving him a broad administrative, customer service, and technical background. Additionally he has worked various roles in education, aviation and the automotive industry. Personally, He enjoys cruising with his Triumph, keyboarding, traveling with friends and family, and finding that next great craft beer.



Wood's CRW Corp. is a family-owned business that has specialized in new and used mobile crane sales, offering service and support in **The Northeast** since 1961. Manufacturers represented by CRW include **Link-Belt Cranes, ShuttleLift, Maeda, Merlo, National, Volvo, Link-Belt Excavators, Mecalac, SDLG and Atlas**. CRW has offices in Williston, Vermont; North Oxford, Massachusetts; Syracuse, New York; and Carlisle, Pennsylvania.

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