



*Our Mission, Vision, Values
and Leadership*



INCINNATI
Crane & Hoist
Designing Solutions that Work!



INCINNATI
Crane & Hoist
Designing Solutions that Work!

“At Cincinnati Crane & Hoist we strive to provide our customers with the best quality industrial design solutions that work to meet their needs. We continuously seek to be innovative yet are always safety conscious. Our goal is to strategically



grow our business by building long term relationships with customers and by giving back to the community.”

Tony Strobl, CEO



Cincinnati Crane & Hoist
10860 Paddys Run Road
Harrison, Ohio 45030
513-202-1408



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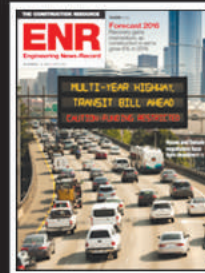
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*Read why Tony
Strobl of CC&H
is a leader in the
crane industry.*



*See how CC&H demonstrates
superior crane building skills.*



*Recognized as a FAST 55 growth
company 3 years in a row by the
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ACI
ALLIED CONSTRUCTION INDUSTRIES



CAPABILITIES STATEMENT



Founded in 2008, Cincinnati Crane & Hoist is a privately held international crane and material handling manufacturing company located in Harrison, Ohio USA. We are proud to be recognized as a veteran owned small business.

CORPORATE HEADQUARTERS

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Harrison, Ohio 45030 USA
Tel: 513-202-1408
Fax: 513-202-1417
info@cincinnati-crane.com

DESIGNATIONS



CAGE CODE: 5VH72

D&B: 83180859

NAICS: 235950

VOSB: Recognized Veteran Owned Small Business

STANDARDS & LICENSING

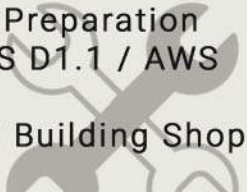
Our cranes are manufactured to CMAA Specifications 70 or 74. We can also supply cranes that meet ASME NOG-1 requirements.

Cincinnati Crane has Professional Engineers licensed in multiple states. Numerous employees hold state-specific licensing.


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WE PROVIDE

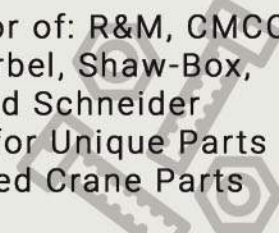
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 - Custom built up Hoists
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 - Lift Beams and Grapples
 - Field Service Maintenance
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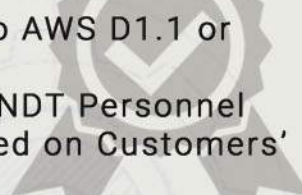
CRANE & HOIST TYPES

- Single and Double Girder Bridge Cranes
 - Gantry Cranes
 - Jib Cranes, Wall, and Base Mounted
 - Monorail systems
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LEADERSHIP

OUR PRESIDENT



Tony Strobl, President & CEO of Cincinnati Crane & Hoist, operates one of the fastest growing crane manufacturing companies in America. Tony Strobl took an enormous risk founding Cincinnati Crane in 2008 during the height of the financial crisis. That bold move has continued to pay off and Tony has not only captured the attention of many of his peers with his ability to continually rise to meet the challenges of his industry, but he has now become the go-to guy to provide custom designed solutions for overhead crane systems for the military and for many high profile industrial customers.

Tony's military experience, advanced degree in construction management, and natural leadership abilities provided a foundation for success in a highly specialized crane industry. Cincinnati Crane & Hoist's major projects throughout the country would not be possible without the wealth of knowledge and creativity Tony brings to crane design.

OUR TEAM

The hard work and commitment of our people have been the cornerstone of our proud track record since the company was founded. Working together, we have been able to consistently deliver solutions that contain costs while meeting aggressive schedules. Continuous improvement is part of our everyday focus.



In every sense of the word, we are a team. We care about each other and recognize that we rise or fall together. We care about our community and enjoy making a meaningful contribution to the quality of life in our region. And, of course, we like having fun together in the process.

WWW.CINCINNATI-CRANE.COM



CINCINNATI CRANE IN THE NEWS

INDUSTRIAL LIFTING EXCHANGE

Cincinnati Crane made the cover story of Industrial Lifting Exchange. This feature tells our story and looks ahead to some of the exciting plans for Cincinnati Crane's future.

ENR MAGAZINE

Cincinnati Crane is thrilled and honored to have captured the attention of a trusted industry resource like ENR. Highlighted in this article is a one-of-a-kind crane project Cincinnati Crane completed.

HOIST MAGAZINE

We are pleased to be interviewed and featured in Hoist Magazine's article. This edition includes some projects Cincinnati Crane has completed from around the US and serves as a testament to our devoted staff who produce high quality crane systems for our customers.

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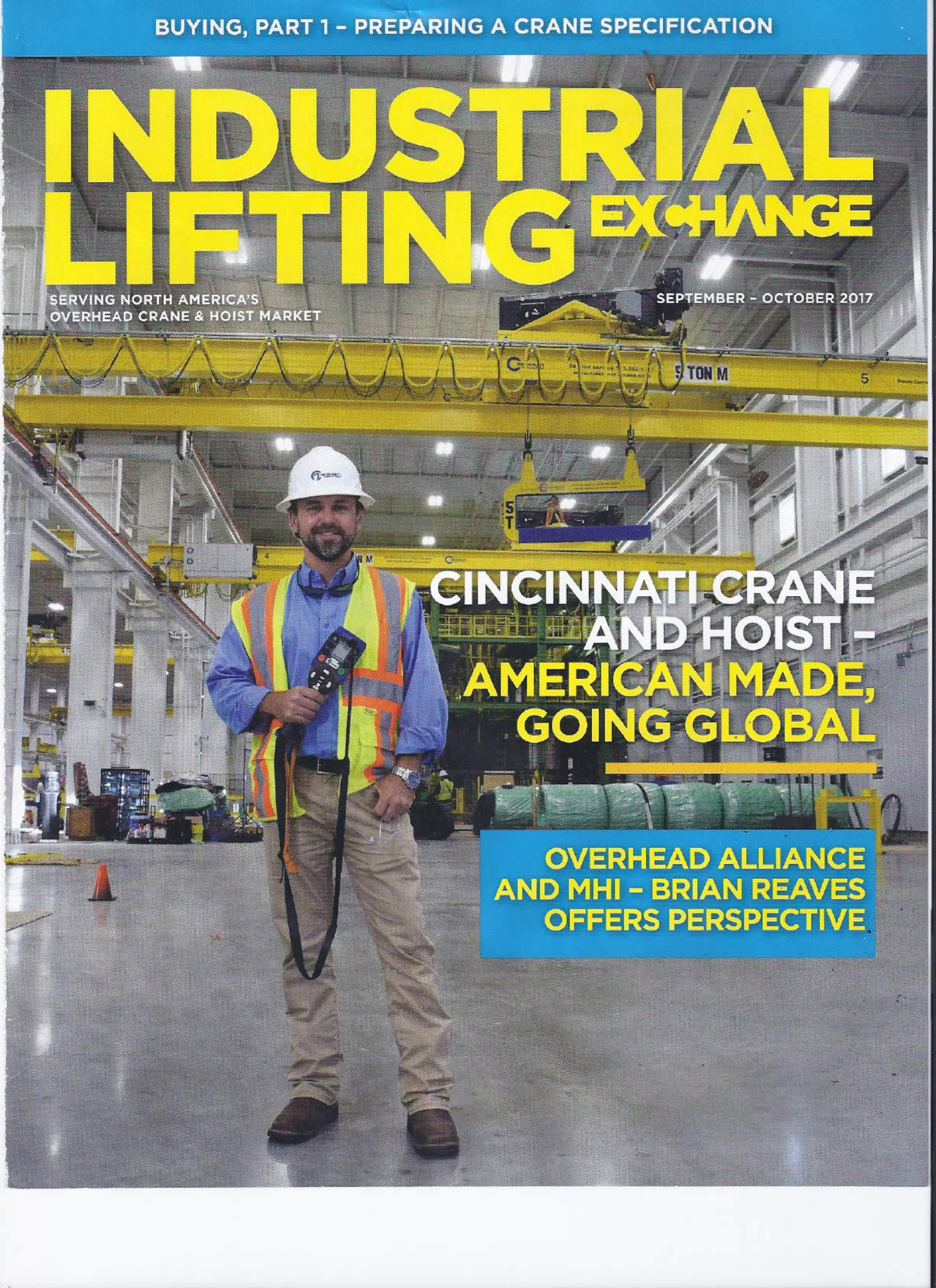
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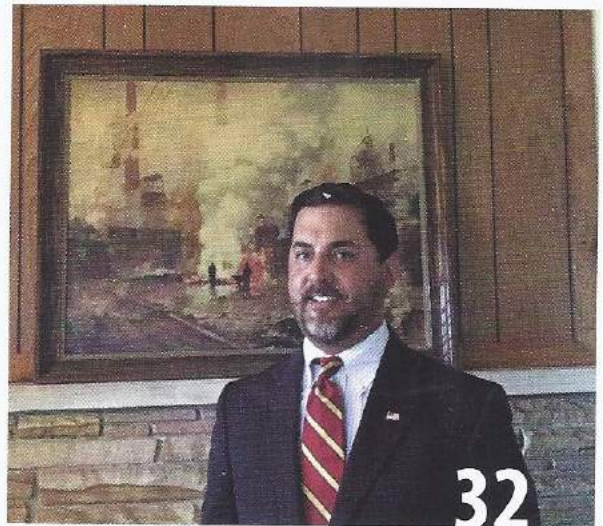
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INDUSTRIAL LIFTING EXCHANGE

SEPTEMBER - OCTOBER 2017

VOLUME 1 | ISSUE 1

FEATURES

19 | **TRAINER'S NOTEBOOK: SHAPING SAFETY CULTURE FOR YEARS TO COME**

Nearly three-quarters of accidents observed in a study reported by the Konecranes Training Institute involved operations that would be considered "routine job activities". In our Trainer's Notebook, our writer Jordan Weber describes this and other accident research and the work Jim Lang, General Manager of KTI, and his team are doing to incorporate what they've learned to shape the industry's safety culture.

22 | **COVER STORY: AN AMERICAN-MADE SUCCESS STORY IN THE HEART OF THE MID-WEST**

From its start in a barn nine years ago, Cincinnati Crane and Hoist has built its business by treating people well, not over-complicating things, and seeking to deliver exactly what their customers ask for. In this feature, our writer Mike Chalmers introduces us to founder Tony Strobl and follows the journey from that barn through two expansions to a business now deriving 10% of its sales from exports. Those exports earned recognition for CCH in the form of the U.S. Department of Commerce (DOC) Export Achievement Award in 2017.

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ON THE COVER: Tony Strobl, President and CEO of Cincinnati Crane and Hoist, demonstrates one of their recent installations. Strobl founded the company in 2008 around a mantra of "Designing Solutions that Work". CCH's highly trained Sales Engineers transition to project management and work with customers through their engagement, providing turn key delivery with a contact who can directly answer most questions along the entire cycle of construction, installation and commissioning. *Photo by Zac Strobl.*

INDUSTRIAL LIFTING EXCHANGE

SEPTEMBER - OCTOBER 2017, Vol. 1, Issue 1

industrialliftingexchange.com | 615.891.4499

An American-Made Success Story in the Heart of the Mid-West

CINCINNATI CRANE & HOIST MAKES ITS MARK

BY: MIKE CHALMERS

Located in Hamilton County, a few miles outside of Cincinnati, Ohio, Cincinnati Crane & Hoist (CCH) comprises a grass-roots team of hardworking men and women—a third of whom are U.S. military veterans.



Custom solution for coil handling with wireless control.

And though it may not measure up in size with some of the industry's major players, CCH has completed hundreds of jobs for the U.S. military, various government agencies, and some of the largest companies in America. CCH also prides itself on its commitment to American-made steel, and in 2017, the company reached a significant milestone by completing its first export job to the Dominican Republic. In connection with this achievement, and the fact that approximately 10 percent of the company's sales in 2016 were in exports, CCH was presented with the U.S. Department of Commerce (DOC) Export Achievement Award in July (2017) by Ohio Senator Rob Portman.

Portman was quoted: "This veteran-owned small business is truly unique, and it was an honor to visit and meet with the workers there. Great people and a real American success story."

Behind it all is Tony Strobl, the ever-humble president and CEO of CCH, and a U.S. Army veteran himself, who launched the company in 2008 (in the midst of the financial crisis).



A build in progress
at CCH.

At the onset, Strobl envisioned CCH equipping industry-leading engineers with state-of-the-art products, and without a doubt, that vision has been realized. Standing productively behind the CCH mantra—Designing Solutions That Work—Strobl has become widely sought after throughout the country to solve many of the industry's toughest projects. And the numbers don't lie: in 2015, Inc. magazine named CCH one of America's 5,000 fastest-growing companies. To that end, CCH has enjoyed revenue growth of over 400 percent in the last four years.

And while Strobl will admit that such numbers generate attractive headlines that are certainly good for business, he also reflects on some aspects of his own personal history as a catalyst for the company's modest beginnings within the family barn.

"I grew up on a farm in a Mid-West town—raised with a strong work ethic," he said. "We weren't rich—raised cattle and baled hay on my grandfather's farm. I was also a pretty good baseball player, and had a chance to play some college baseball."

Strobl would learn, however, that baseball wasn't going to pay the whole bill, so he joined the military—like so many others in his family had done before him. "I made rank very quickly, and spent most of my time in the reserves—Ohio National Guard. It was a great experience, and allowed me to go to college."

"... We always want to think ahead—to be innovative. Most importantly, we always want to be better..."

But as he's quick to point out, "Looking back, I don't know how I did it. I was a father at a young age—raising a boy at 20 and still in the Reserves and putting myself through college. I don't know how I pulled it off."

Nonetheless, he did. Strobl graduated from the University of Cincinnati with a construction management degree, and soon found himself working with a number of crane companies—eventually being offered part ownership in one at just 26 years old. He went for it, and though the relationship dissolved after nearly eight years, he admits to learning a ton—which led to his next big decision.

WILLING TO DO THE WORK

"I had the choice in 2008—in a tough economy—to go out on my own," he explained. "The entrepreneurial spirit was deeply engrained in me. So, I started Cincinnati Crane. I literally started with nothing, building cranes in my barn."

But work ethic, vision, and personality have a way of filling in the cracks, and before long, Strobl's young company had moved into a small shop. Soon after, CCH moved into a much larger building.

"When we made that second move, we more than quadrupled our business," he noted, "with just a handful of employees. But we had an open marketplace at the time, and we were willing to do a variety of jobs that not everyone wanted to do."

Indeed, most of CCH's competitors either refused to touch, or didn't have the capacity to complete, some of the projects that Strobl said yes to—many of which involved designing custom solutions for overhead crane systems for the military and other high-profile industrial customers.

But quick growth didn't come without its own set of challenges. "In the beginning, it was just really tough to make payroll," he said. "We needed more people, but back in 2008, nobody wanted to take a chance on a company like ours—all the finance folks were scared. Even getting bonding, insurance—that was super challenging for a crane company during that time. And the financial part was something I didn't understand. Managing cash flow—the financial piece—and how you can very easily grow yourself out of business."

Relationship building ended up being the key driver in navigating the early years for CCH. "We really benefitted from a couple key relationships—some of the suppliers who were willing to take a chance," Strobl highlighted. "And I'm still with them today. I also think that our willingness to do projects, especially for the military, that were complex and very difficult played a big role."

"We've always had a pretty steady flow of work with the military and corps of engineers type of work. Some of that lends itself to our culture of vets, including myself. I understand their way of doing things, and of course, the paperwork is tremendous, but we're used to it at this point. Ultimately, it got us through the lean times, and as the market softened up a bit, we were in a position to see positive growth."

"... We treat people well, and don't overcomplicate things ..."

A FORMULA FOR SUCCESS

Rob Brasher, owner at Tri-State Industrial Sales, is a long-time supplier to CCH, and has known Strobl for years. He understands how Strobl has leveraged relationships to feed growth. "I've seen him work extremely hard to get to where he is today—as a major player in the market. I also think people buy into what he's doing—in regards to his employees. I think he lets his people have the freedom to do what they have to do to get the job done."


Brasher added that, inevitably, customers choose CCH because they know they can trust what they're getting. "It's good quality. He builds what the customer wants. Provides them with the best solutions to their applications. And as far as from a supplier's side, he's always been good to me. I've never seen him do a customer wrong. His integrity is always on display, and at this point, his reputation precedes him."

Strobl echoes Brasher, "It's how we set ourselves apart—our ability to give our customers literally what they ask for," he said. "We treat people well, and don't overcomplicate things. It's the type of person I am and the kind of company I'd want to work for. I think that resonates not only through our workforce, but with customers who might be tired of dealing with corporate complexities or service companies that are nickel and diming them to death."

In just nine years, that no-nonsense formula has served CCH well—and there's little that Strobl and his team can't do for their clients—including cranes, hoists, jibs, slings, gantry systems, box girders, hooks, runways,



Alternate view of custom solution for coil handling.



Installation of a 120-foot multiple runway crane at Robins AFB. Center rail is underhung, allowing a smaller girder."

monorail, inspections, load testing, maintenance, training, and much more.

"We even started building cranes for our competitors, which has worked out well, and actually become the fastest growing section of our business from a revenue perspective," he said. "It's a smaller piece of that pie, but in a lot of cases, I wouldn't have even gotten to see that piece of the pie—so I'm happy with even a smaller chunk."

CCH also enjoys a strategic location. "I was born and raised here, and, historically, Cincinnati has had an extremely strong crane market," Strobl confirmed. "And there really are no other crane builders that can build cranes as large as we do within about five hundred miles. We have great access to highways, and I'm within reach of a diverse workforce who knows the trade and wants to do a good job."


Strobl and his workforce also pride themselves on producing an American-made product. "I'm a patriot, we hire a lot of veterans, and I feel that we can compete with anyone in the world," he said. "I've found that veterans usually transition to the skilled trades really well. Military experience prepares a person to have the work ethic and willingness to get the job done, and get it right. And I get great satisfaction in being able to give a job to someone who signed up for their country."

"... we were willing to do a variety of jobs that not everyone wanted to do ..."

As an extension of that commitment, one way Strobl found the confidence to export was by participating in the Veterans Go Global (VGG) program offered through the U.S. Department of Commerce.

According to Chris Simpson, International Trade Specialist for the U.S. Dept. of Commerce, "VGG provided a platform for Tony to connect with other veterans within the DOC in a way that made exporting seem less of a challenge and more of an opportunity."

VGG specializes in connecting U.S. exporters with the right resource at the right time, which includes providing connections with other federal and state resources that provide export assistance. Simpson added that Strobl and CCH's success in exporting is a great testimonial for working with the VGG program. "We listened closely to what Tony said CCH was trying to achieve, and were able to provide assistance that helped them win some global business, and prompted them to continue exploring the vast opportunities for U.S. companies looking to compete in the global marketplace."



Electrical work in progress on a 50 Ton Class E heavy duty crane with dual walkways and crossover.

Simpson was also the person at the DOC who recommended CCH for the Export Achievement Award that Senator Portman presented to Strobl in July.

"That award was a really nice surprise; the Senator was a very down-to-earth guy," Strobl assured. "Something he said stuck with me—that we took a big risk. Though we've consulted globally for years, and shipped outside of the U.S. for the last five or six years, we'd never really exported, and to jump in with both feet was risky. He recognized that, and it felt like he understood us."

THE ROAD AHEAD

After a near-decade at the helm of Cincinnati Cranes & Hoist, Strobl understands a lot more now than he did when he first started building cranes in the family barn. "Looking back, nine years ago, I would have told myself to bring in administrative types, accounting types—that would have helped me to figure out that financial side early, and would've been worth the cost."

"We continue to be challenged, like many other folks, by the skilled worker shortage," he noted. "And early on, the legal and professional fees were tough—you get in a position where you're growing, but the associated costs—legal, financing, insurance—are a huge piece."

Ultimately, Strobl is pleased at how far his home-grown company has come. "Mostly, I'm proud of our

people, our diversity, the projects with the military—and how we've been able to support them."

As far as what the future holds for CCH? "We've partnered with North American Crane Bureau, Inc. (NACB), one of the nation's oldest and most respected crane training entities, to bring crane operator certification to the Midwest. Cincinnati Crane will house the Midwest Training Institute—which falls right in line with what we were already doing," explained Strobl. "And we've also developed an exciting new strategic partnership with Schneider Electric to offer wireless handheld pistol-grip controllers. We're super excited about that."

The ergonomically designed controllers provide battery life to support 30 hours of continuous use while recharging in a mere 15 minutes. They also capture comprehensive data on what was lifted, how much it weighted, and potentially which operator was using the machine for each lift.

"Frankly, for a little company out of the Mid-West to be partnered up with Schneider is pretty impressive—they're known world-wide. It differentiates us once again. We always want to think ahead—to be innovative. Most importantly, we always want to be better." ■

For more information, visit www.cincinnati-crane.com.

THE CONSTRUCTION RESOURCE

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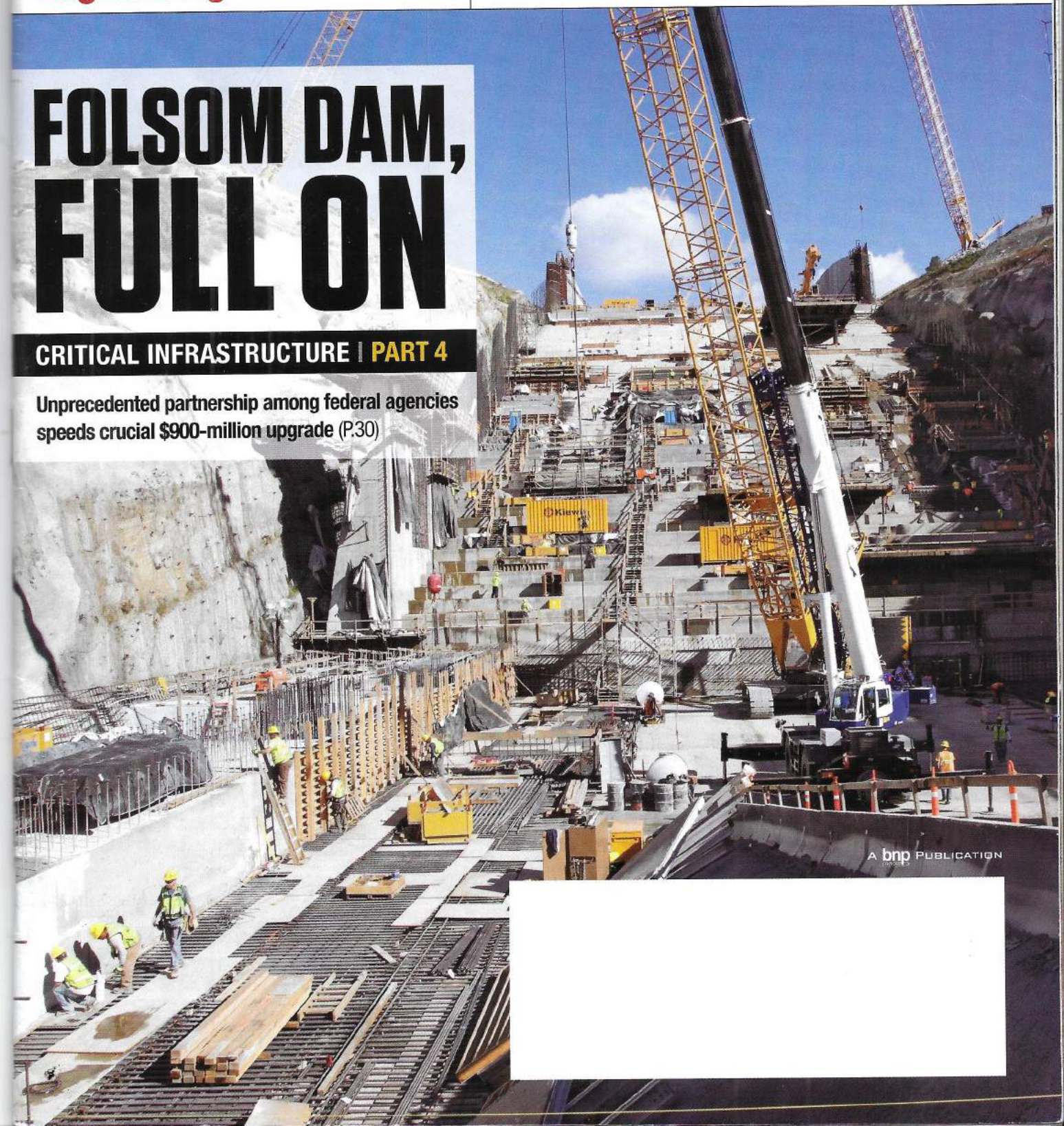
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FOLSOM DAM, FULL ON

CRITICAL INFRASTRUCTURE | PART 4

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speeds crucial \$900-million upgrade (P.30)

A bnp PUBLICATION



New Heavy Lift Designs Emerge at Military Bases

An innovative approach to overhead crane design addresses engineering and construction dilemmas at two key helicopter hangars **BY JENNIFER SEWARD**

WALL TO WALL
The crane at Fort Carson CAB ASB traverses the hangar's entire 115-ft ceiling span.



Two recent projects for helicopter hangars on U.S. military bases, one in Colorado and one in Kentucky, offer examples of how out-of-the-box thinking about crane design can overcome some big construction obstacles.

It took three years to design and construct a \$750,000, 35-ton overhead bridge crane for the 88,000-sq-ft aircraft maintenance hangar at Fort Carson Army Installation in Colorado Springs.

The project's design-builder, Hensel Phelps of Greeley, Colo., drove the team's vision for the 13th CAB, ASB [Combat Aviation Brigade, Aviation Support Battalion] hangar with the ability to service as many as 14 helicopters in the hangar bay.

The project began in January 2012 and wrapped up at the end of 2014. "It was the most challenging design of my career," says Tony Strobl, CEO of Cincinnati Crane & Hoist, the project's crane contractor.

The job entailed designing a crane that could traverse the hangar's entire 115-ft ceiling span smoothly and evenly, while taking into account the allowable variances in the steel support structure and the integrity of the building—all while working around a 160-ft opening on one side of the hangar. The result is a 350-ton, 115-ft span double girder underhung on one end and top running on the other end.

"With this project being a net-zero facility, there wasn't a lot of extra head room [no wasted volume to heat/cool] in the ceiling," says Hensel Phelps's John Naccarato, area superintendent.

"Custom coping of the trolley beams was performed on the 35-ton crane to allow the MEP systems to be installed at the design elevation above it. The ASB Hangar project performed airfield apron paving concurrent with the installation of the cranes, which required large mobile support cranes to enter the hangar bay

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CONSTRUCTION TECHNOLOGY ■ OVERHEAD CRANES

during installation. Overall, the design build team did a tremendous job," he adds.

"The load requirement was 3.5 times greater than the typical 10-ton load customary on these types of projects, and the reality of a 35-ton crane was in question for quite some time," explains design manager Blake Hoskisson, whose firm, Steel LLC of Atlanta, along with Brittingham & Associates of Norcross, Ga., the structural engineer, designed and fabricated structural steel for the crane. Hoskisson is currently the president of SunSteel, Vancouver, Wash., a company bought by Steel LLC.

"The design loads are much higher than we usually encounter on a long span structure, so that proved challenging for the designers. As a result, we had to pay special attention to the preparation of the bottom chord of the truss where the crane underhangs its bottom flange," Hoskisson says. "We also had to coordinate the truss camber with Cincinnati Crane, as you run the risk of creating too much slope for the crane."

"Normally, at a 35-ton capacity, you'd be able to support the crane with columns or other structures so that the span of the big opening isn't so great," Strobl says. "However, the runway beam the crane is hanging from had to span this whole distance. To have those two elements in combination on a crane of that capacity is something I've never seen; we couldn't find any existing designs that came even close."

Cincinnati Crane developed an anti-skew system that incorporated photo-eye sensors to ensure the 35-ton crane would travel at the same speed and track true on both sides of the runway even though the wheel-to-surface condition was dramatically different. This addressed the extreme span and the large, allowable deviations of steel sections as well as the possibility of camber changes with wind and snow loading.

"This was a one-of-a-kind solution that required innovative thinking while keeping safety in mind for the soldiers using the crane," Strobl says. A veteran of the Army National Guard, Strobl employs a number of veterans and reservists who "strive to give the military a piece of cutting edge equipment that's just right for them."

Height Restrictions

In early 2013, while the Fort Carson project was well underway, Steel LLC was pursuing a project to construct a five-ton, 165-ft span crane for an unmanned aerial support hangar at Fort Campbell, Ky.

The already-in-progress hangar featured a tight space, both horizontally and vertically, explains Joe Scappaticci, senior project manager for Walsh Construction's regional office in Detroit, the project's general contractor. Hoskisson referred Walsh to Cincinnati Crane and Hoist, thinking the firm's experience



with the challenging Fort Carson design would come in handy.

"We were limited to 80 inches due to building height restrictions with the flight line at the top and minimum clearance requirements for the aircraft at the bottom," Hoskisson says.

With a span that long, the crane is typically very deep—and so is the height of the girder. This extremely low-profile design, combined with support and stability issues at that length, presented another difficult crane design.

Cincinnati Crane and its affiliate, Diamond Construction, also of Cincinnati, worked with Walsh Engineering Services of Idaho Falls, Idaho, along with the Steel LLC and Brittingham teams to fit the crane in a too-short envelope. The result is a much-wider-than-conventional box girder design, which increased the weight of the steel girders. The additional weight was spread out along the runway with an innovative end-truck design that dispersed the weight of the crane over several columns. That kept the foundation reactions within the originally designed loading scheme, Strobl says.

Approximately 175 Lejeune torque bolts were field installed as temporary support for the heavy steel elements during construction. This amounted to approximately one bolt every 10 in. on a crane more than half the length of a football field, Strobl says.

"The Lejeune bolts did not produce the connection stiffness necessary to keep the steel support structure within allowable deflection tolerances, so we had to come back with mobile lifting equipment and lift our girder above the positive camber point and then weld the steel plates together to allow the camber to relax to its dead load status," Strobl adds. "After the weld was applied, we were within design tolerance and good to go for final live-load and dynamic-load testing."

Design and construction of the \$250,000 Fort Campbell crane was completed in October 2014. ■

GREEN OPERATION
The 14-bay, rotary-wing CAB ASB aircraft operations and maintenance hangar at Fort Carson is targeting net-zero energy and LEED Gold.

HOIST

ALSO IN THIS ISSUE:

REPORT China

INTERVIEW American Crane

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September 2015 | www.hoistmagazine.com



LOOKING AHEAD

US exports have been hit by the worse-than-expected slowdown in the Chinese economy, while Canada, the largest export market for US manufacturers, is experiencing a contracting GDP. So which local markets are North American companies turning to in order to ride the storm?

Over the past five years the US economy has shown signs of growth, but that growth has been painfully slow. During the first quarter of 2015, the US economy actually contracted, and over the past month, many people have been discussing the possibility of a global recession," explains Mike Evanco, marketing manager at overhead crane manufacturer Spanco.

He explains: "Because of all this mixed economic news, I believe US companies are still reluctant to make large capital investments, even though we are five years past the 2009 US recession.

"This lack of assuredness is evident in the lifting market forecast that we've seen from the Material Handling Industry of America (MHIA), which resembles a roller coaster.

"CMAA's third-quarter forecast, which speaks to the single and double girder crane market, showed year-over-year growth of 12% in 2014, but is forecasted to decline over 7% by the end of 2015, and expected to increase by 2% in 2016.

"With uncertainty in the market, I believe companies are looking to make smaller investments to solve their material handling needs. This is a sentiment that is echoed by our marketing channel. Just last week a Spanco dealer explained that when the economy is slow, our gantry crane sales go up."

Tony Strobl, CEO at Cincinnati Crane & Hoist explains that the company's primary growth has come from its ability to manufacture large scale cranes.

"The rebound in the overall economic climate in the US has certainly contributed to a resurgence in manufacturing as well as the need for companies to expand and increase their capabilities, which means more business for us," he adds.

For Strobl and the company, the past three years has bore witness to a 400% increase in revenues, owing largely to the improving economic climate as well as its ability to "capitalize on opportunities".

He explains: "The fiscal policies of the US Federal Reserve lowering interest rates and keeping them low has indeed lead to the boom in new construction directly effecting our industry. Also the dramatic turn around in the Auto Industry has greatly benefited our industry."

One job the company is particularly proud of is as designer of the crane solution used in the Ft. Carson project.

Ft. Carson's ABS Black Hawk Hanger presented a major challenge for designers as the building itself is entirely opened at one end. And just how to hang a ceiling mounted crane that could support 35 tons of capacity while ensuring the integrity of the building structure its self was the question that took three years to solve.

Strobl's team developed the system needed to make this project work. This involved creating a 35 ton, 115' span double girder, underhung on one side and top running on the opposite side. The crane had to traverse the entire 115' span smoothly and evenly, taking into account the allowable variances in the steel support structure.



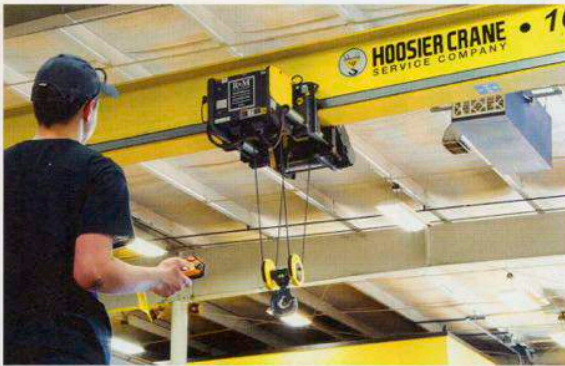
Above: Cincinnati's Tony Strobl

However, many military projects in the United States have shown a decrease in the past few years as a result of the scaling back of operations in Iraq and Afghanistan.

"The need for US military involvement in other parts of the world is constantly changing, which requires ongoing support of products and services from our industry," Strobl adds though.

Elsewhere, other factors that can influence business are the new OSHA rules for crane operators that will become effective as of 2017.

He explains: "Anyone who operates a crane with a capacity of over 2000 lbs



Above: Hoosier Crane overhead technology in action



Above: Hoosier has experienced growth in its ecommerce arm

must now become a "certified" crane operators.

Companies will have until 2017 to certify their employees and those who remain uncertified will need to be monitored by a certified trainer in order to learn safe crane operation.

Additional OSHA regulation that applies to riggers and to signalpersons to be "qualified" for operational safety will also take effect in 2017.

On a business performance level, Stobl enthuses that the manufacturer has had what it describes as "phenomenal growth" since its formation as a small startup in 2008, at the height of the financial crisis.

"It speaks to not only the strength of CC&H but to that of the larger industry as well. As a small and relatively young company keeping pace with that rate of change is an ongoing challenge.

"As CEO I am proud of our ability to respond to the demands of a growing business and what we have done to provide innovative and in some cases never before seen solutions for our customers' unique needs," Strobl explains.

For Joe St Clair, marketing manager of Hoosier Crane, headquartered in Elkhart, Indiana, one of the biggest areas of growth has been online through ecommerce.

"In this technological age we have really embraced the transfer of commerce to the internet and now have six active websites. This has allowed us to dramatically increase our sales," he explains.

St Clair adds: "Our manufacturing department has also been experiencing tremendous growth. Hoosier Crane has recently had several \$500,000 to \$1 million jobs for our manufacturing customers that are expanding or relocating. This growth has allowed us to open branches in Fort Wayne, Indianapolis, and Chicago, and we are constantly looking for other areas of growth."

Like Strobl, Hoosier Crane has experienced an economy that has been relatively stable in its markets and its customers have been expanding or relocating after having recovered from the recession.

Echoing Strobl, the automotive industry is also on an upward trend and the company is seeing a lot of new innovation that is correlating to growth, growth that has consistently grown 20-25% annually over the last 13 years.

And while manufacturing growth has led to increased revenues at the company, innovation such as the increased use of wireless radio controls on overhead cranes has lead the business to include warning devices as standard on new cranes.

"This also makes for easier compliance when selling to different states with varying standards. While there have not been changes in laws related to fall safety, we have seen a big uptick in OSHA enforcement.

"Our Gorbel Tether Track fall protection systems are proving to be a popular solution for permanent fall protection," he explains. ●

CINCINNATI CRANE & HOIST: EL DORADO CHEMICAL PLANT – AMMONIA PLANT

This Chemical Plant in El Dorado, AR required a design build for a 20 ton crane that was all explosion proof. The crane includes spark resistant features such as a Bronze hook and wheels from its supplier CM.

The caustic and explosive environment in which this crane operates along with the

fact that the worksite is severely congested made this a very challenging project from many perspectives.

The company had to pay a great deal of attention to each individual part of the system solution in order to meet the highest level of safety standards for its customers' needs.

CINCINNATI CRANE & HOIST: LINK BELT

The established mobile crane manufacturer chose to partner with Cincinnati Crane & Hoist to assist in the expansion of additional manufacturing space in their Lexington, KY facility.

The specifications required a solution in which it positioned two 5 ton cranes to operate in a low bay space and two 25 ton cranes positioned in a higher bay that will safely operate within the same space

passing over and under each other.

Using a sophisticated anti-collision system that allows the cranes to pass over each other without the possibility of load interferences. They had to also use sensors that aid in avoiding any possible obstructions on the operation floor. Ultimately CC&H was able to design and build a customized solution that works for and meets its customers' requirements.



Crane Operator Training

Training promotes workplace safety and increases productivity. All content is OSHA, ANSI and NCCCO compliant and ensures:

- Safe Crane Operating Practices
- Proper Load Handling Procedures
- Crane Inspection Compliance
- Protection of Valuable Equipment



"We are proud to supply, service and support government and military operations around the U.S."

- Tony Strobl, CEO

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Your crane system is an important investment. Keep it operating at peak performance and minimize downtime with the following services:

- Preventative Maintenance to Gears and Motors
- Conductor Bar Systems Maintenance
- Runway Alignment for even Wear
- Certified Load Tests



Periodic Inspections

Inspections are required by OSHA but they are also important to workplace safety. We conduct the following inspections:

- Compliance Inspections
- Below-The-Hook Lifting Device Inspections
- Wire Rope, Sling, and Chain Inspections
- Runway Inspections



"We have a clear no hassle service philosophy: you call us, we take care of all your needs, you pay us. It's that easy!"



Tony Strobl, CEO

Repair Service

When equipment breaks down it cost you money in lost productivity. Call us 24 hours a day and let us help.

- Complete Mechanical and Electrical Repairs for all Cranes and Hoists
- Conductor Bar System Repairs
- Certified Welding Repairs for Structural Problems
- Below-The-Hook Lifting Device Repairs (coil grabs, roll lifters, sheet lifters, spreader beams and tong lifters)



Replacement Parts & Modernization

Cranes carry a heavy load. Parts occasionally need to be replaced and systems should be modernized. Let us help.

- Complete Rebuilds of Your Existing Equipment
- Replacement Brakes, Gears, End Trucks, Bumpers, Hooks and more
- System Upgrades for Capacity, Span, Festoons, Lifting Devices, and Safety
- Modernization Updates: Wireless Remote

