

CRANE REPORT



HOW TARIFFS ARE RESHAPING THE CRANE INDUSTRY

Tariffs on imported goods are reshaping the crane industry, driving up costs and affecting availability for contractors. Imported cranes, parts, and attachments are subject to taxes on steel, aluminum, electrical components, and finished machinery. Even domestically produced cranes are feeling pressure, as higher demand for U.S.-made units pushes prices upward.

WHAT ARE TARIFFS?

Tariffs are taxes imposed on imported goods, typically to protect domestic industries or respond to international trade disputes. For construction equipment, **tariffs can mean higher costs on imported new machinery, components, replacements and parts**, which may ripple through the supply chain. While they can encourage domestic manufacturing, they also have the potential to slow the delivery of needed equipment or increase the cost of expanding or updating your fleet.

CURRENT TARIFF LANDSCAPE

Manufacturers are navigating these volatile times in different ways. **Several manufacturers have announced price increases** on select models, typically on remaining 2025 inventory. This is a widespread move across a range of crane types including industrial cranes, boom-trucks, rough terrain and lattice crawlers. **Many OEMs continue to absorb a portion of tariff-related costs**, however, some recent increases mark the second or even third increases of 2025. With ongoing pressures, this trend is expected to continue into 2026.

DOMESTIC VS IMPORTED PRODUCTION

U.S. produced cranes are **less exposed to direct tariffs**, though rising steel, aluminum, and imported component costs can still influence pricing. All terrain cranes, produced by many OEMs in Europe, are currently subject to a **15% European tariff and an additional steel and aluminum tariff**, significantly increasing the cost to end users in North America. Domestically produced all terrain, rough terrain, boom truck, tele-crawler, and hydraulic truck cranes are currently much less impacted. As a result, many customers are exploring these mobile crane options, which offer more stable pricing in the current environment.

WHAT THIS MEANS FOR EQUIPMENT OWNERS

Waiting is no longer the most reliable strategy. These market shifts highlight the importance of planning ahead to manage costs and maintain flexibility. Approaches such as securing 2025 pricing, considering domestic or pre-owned options, and developing a thoughtful fleet plan can help navigate uncertainty. **Staying informed is key.** Our team can provide insights on market trends and availability to support planning for 2025–2026 needs.

CONTACT YOUR BRANCH TODAY

VERMONT (802) 658-1700
MASSACHUSETTS (508) 499-1950
NEW YORK (315) 676-2008
PENNSYLVANIA (717) 795-0700

INVENTORY

2024 NBT30H-2-110



STOCK #13500

2025 NA13110A



STOCK #15381

NA1400A



MULTIPLE IN STOCK

2024 NBT45-2-127



STOCK #13494

2025 NBT45-2-142



MULTIPLE IN STOCK

2024 NTC55L



MULTIPLE IN STOCK

2026 NTC60XL



2026 DELIVERY

2022 TCC550



STOCK #12133

2025 TCC1200



STOCK #14986

2025 65HT



STOCK #14232

2026 228HSL



STOCK #15312

2025 120HT



STOCK #13710

2025 218V



STOCK #15089

2025 238HSL



STOCK #14637

2024 248HSL



STOCK #13806

DO MORE WITH CRW

CRW offers an extensive inventory of **crane and telehandler attachments**, from jibs and man baskets to forks and buckets. With a strong selection of quality used and aftermarket options, it's a smart way to boost versatility while keeping costs down.



2025 65RT



STOCK #14222

2025 75RT



STOCK #14635

2024 85RT



STOCK #13184

2023 100RT



STOCK #13185

2024 120RT



STOCK #13181

2023 MC305CRME-3



STOCK #13860 | \$109,500

2023 MC305CRME-3



STOCK #13808 | \$99,500

2023 MC405CRM



STOCK #13809 | \$139,500

2023 SCD25



STOCK #13271 | \$375,000

USED: TCC1200



STOCK #15450 | \$745,000

USED: AC38-127



STOCK #15190 | \$89,500

USED: Grove RT770



STOCK #14919 | \$349,500

TRY BEFORE YOU BUY

Merlo sets the standard for visibility, safety, and versatility in telehandlers, and now you can put one to work before making a commitment. **With CRW's exclusive Rental Purchase Options**, select pre-tariff 2023 and 2024 models are available while supplies last. Enjoy flexible terms up to 3 months, with 100% of your rental applied to purchase. No strings. No pressure. Just the right solution, backed by CRW. **Contact your territory manager today!**

P27.6EE4PLUS



**Max Capacity 6,000 lbs
Max Height 19'4"**

P40.17PLUS



**Max Capacity 8,800 lbs
Max Height 54'5"**

P50.18PLUS



**Max Capacity 11,000 lbs
Max Height 57'5"**

P65.14HM



**Max Capacity 14,300 lbs
Max Height 44'0"**

CUSTOMER PROFILES

WINKLER CONSTRUCTION



Founded in 1985, **Winkler Construction & Crane** has grown from a single rough-terrain crane into a full-service lifting company serving Cape Cod and the greater Northeast. With decades of experience in steel erection, machinery installation, and marine construction, they've become a trusted name in the industry and a long-time partner of Wood's CRW.

Winkler's fleet includes a wide range of equipment, with standout models like the **Link-Belt RTC80160, RTC8090, and TCC1100**, a **Link-Belt LS118 crawler**, and a **National NTC60XL boom truck**. They also rely on specialized tools like a **Maeda mini crane** and **Merlo P120 telehandler** for added versatility on complex jobsites.

Currently, Winkler is supporting **Regency Craft in North Kingstown, RI**, where they have three Link-Belt cranes, a National boom truck, and a Merlo telehandler on site to help build a major new production facility. Their mix of equipment and expertise makes them an essential partner on this high-profile project.



SALT CITY CONSTRUCTORS

Salt City Constructors, a collaboration of Cold Spring Construction, D.A. Collins Construction, Lancaster Development, and Tully Construction- has become a trusted partner for tackling complex infrastructure projects across New York State. Known for their skill, reliability, and collaborative approach, this team brings decades of combined experience to every job.

Currently, Salt City Constructors is making significant progress on the I-81 project in Syracuse, NY. At the heart of their operation is the **Link-Belt 120|RT**, supplied by Wood's CRW, which plays a key role in keeping the project moving efficiently. **Scan the QR code to read the Link-Belt feature article.**

Wood's CRW is proud to support Salt City Constructors with the equipment and service solutions that help them deliver results on some of the region's most important projects.



WATCH THE PROJECT VIDEO



CAHILL RESOURCES

Cahill Resources, founded by Carley Hill in 2017, has quickly grown into a nationally recognized contractor. From early summers spent at her family's highway contracting business to building Cahill Resources into a certified Women Business Enterprise (WBE), Carley has focused on creating opportunities for her team while taking on ambitious, high-profile projects.

Their fleet includes a **ROTO50.35SPLUS** (boasting 112' of lift height and 11,000 lbs of capacity!) and a **P50.18PLUS**, along with attachments like re-handling buckets, hydraulic fork carriages, and crane hooks, giving them the versatility and reach to tackle complex lifting tasks safely and efficiently.

The Cahill team is currently putting their Merlo to work on a major stadium project in NY, supporting construction and material handling on this major project. Wood's CRW has been proud to partner with Cahill Resources, providing equipment solutions, demos, and ongoing support that help them take on challenging jobs with confidence.



RECENT PARTNER SPOTLIGHTS



Ramsey Constructors

Ramsey Constructors recently added a **Link-Belt TCC800** as part of their continued partnership with Wood's CRW. With equipment solutions and service from CRW, their team is prepared to deliver results on challenging projects.



Riverside & Pickering

Riverside & Pickering Construction expanded their operations through a partnership with Wood's CRW, bringing a **Link-Belt TCC750** into their fleet. Supported with CRW expertise, they now have the reach and versatility to handle complex lifts with confidence.



Mr. Grant Contracting

Mr. Grant Construction recently strengthened their partnership with Wood's CRW by adding a **Link-Belt 81600** to their fleet. With CRW solutions and support, their team is ready to tackle a wide range of lifting projects efficiently and safely.



BREAKING GROUND: CRW'S NEW YORK FACILITY

In July, CRW broke ground on a **15,000 sq. ft. repair facility in Central Square**, just minutes from the Micron Technologies campus. Customers consistently tell us that one of the main reasons they choose CRW is our ability to back up sales with reliable, expert service. This new facility is an investment in exactly that- giving our service team the space, tools, and technology they need to keep fleets running and projects on track. From Buffalo to Syracuse, Albany and beyond, we'll be there when you need us.



YOUR WOOD'S CRW SERVICE TEAM

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Service is at the core of what we do. The Central Square facility allows CRW to work more efficiently and effectively, reducing downtime and ensuring equipment is safe, reliable, and ready for the job. This investment, which includes new capabilities, like two 15-ton overhead cranes, is about **giving our customers confidence that their equipment** is in capable hands.

"This facility is a game-changer for our customers," says Jeremy Barkley, CRW's New York facility Service Manager. "It's not just about a bigger building; it's about having the diagnostic tools, parts inventory, and bay space to get a crane in, serviced correctly and back to the job site."

This expansion isn't just about adding square footage or advanced capabilities; it's about supporting the people and processes that matter most to our customers. By strengthening our service operations, we can respond faster, maintain higher standards, and provide the **consistent, dependable support** that keeps customers coming back to CRW.



REBUILDING AN RTC-8065 II

PROVEN IRON, RENEWED FOR TODAY'S DEMANDS

With new equipment prices on the rise, contractors are looking for **cost-effective ways to expand their fleets without compromising reliability**. That's the idea behind CRW's full-scale crane refurbishment program. We focus on mechanically sound, dependable equipment that bridges the gap between a typical used unit and a brand-new machine.

Not every used crane makes the cut. We select models with a solid foundation - durable design, strong structure, and a proven track record. Then we bring them up to **CRW Standard**, renewing every core system while keeping the trusted bones intact.

A standout example is this **2006 Link-Belt RTC-8065**. With over 700 units in service worldwide, it has a legendary reputation. This machine, from a longtime Pennsylvania customer, had the perfect base and engine platform for a full renewal.

The refurbishment included a **brand-new CAT pre-emissions engine, fully rebuilt hydraulics, boom, cab, and winches, new tires, and a factory-style repaint in Link-Belt's latest scheme**. Every key system was renewed to deliver the performance and reliability of new iron, not just a fresh coat of paint.

Few companies have the technical expertise, factory support, and skilled team needed to achieve this level of renewal. For us, it's more than a project, it's a commitment to helping our customers thrive with cost-effective, powerful solutions.

Looking to expand your fleet with a fully renewed, dependable crane? Explore CRW Refurbished equipment and see how it can fit your 2025-2026 plans.



**AUTHORIZED
DEALER**

Link-Belt
CRANES

MERLO
AMERICA

**NATIONAL
CRANE®**

SHUTTLELIFT



**PROUD
MEMBERS OF**



Specialized
Carriers &
Rigging
Association



AGC
THE CONSTRUCTION
ASSOCIATION



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YOUR CONEXPO REGISTRATION!
EXPIRES 12/5/2025**

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CON / AGG**



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your feedback. It should only take less than
a minute of your time. Thank you!

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AMERICA

PUTTING MERLO TO WORK, ON YOUR TERMS

Experience CRW's exclusive Rental Purchase
Options- flexible, try-before-you-buy terms that
put you in control. See how **Merlo machines** are
making an impact on real projects, including
their major stadium project.

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