



Case Study: Painters Trying to Reach Window Lintels

Scenario: Contractor sends the following message:

Contractor: "I was wondering if there was any way you could swing by a jobsite and take a look at a building for me to determine what kind of lift we will need to access painting the lintels? There is one side where they have an amphitheater close to the building and I don't know if I can reach it from the road."

Thoughts as a Sales Rep: "I have been asked this question for many years both as an employee for a major U.S. construction firm that does work on nuclear sites and at three different major equipment companies as a sales rep.

While at the construction company I often cringed because there was a good possibility that we would get a lift that didn't work for our jobsite, and it would cost us money. We would typically order over-sized lifts in hopes that they would work.

As a sales rep I would also cringe when renting lifts to customers. I was glad the customer called me for the opportunity, but early on in my career I would go out armed with just my eyes and load charts. I would literally take an educated guess, and softly tell the customer 'I think this will work but maybe we should go with the bigger unit just to be sure' or, 'I don't want to guess and then it not work because it will cost both of us money.' I always left frustrated because I felt like I had no tool to help me accurately pick the right piece of equipment.

I then got smart and started using my golf range finder. This was better than just using my eyes but still flawed because it could only measure distance, leaving out other critical factors that would often end in failure as well. This always scared me when I realized the safety factors (or lack thereof) involved. You literally were putting people 40, 80, often times 120 feet in the air and just hoping the machine did its job and locked out if over extended at any weight range or distance."

Solution: "When JED-EYE was introduced to me I was excited because I finally had a tool that accurately calculated all weights, distances, and ranges, all in a matter of seconds. When using JED-EYE, I literally was on the jobsite for 15 minutes and was able to give the customer 3 scenarios rather than spending hours analyzing the site and producing a mere guess at what the right lift would be.

Here are the scenarios I was able to come up with for the contractor thanks to JED-EYE:

1. If you **MUST** stay on the road, there isn't a boom that will work. You will over extend and put your workers in danger, not to mention you would have wasted your workers time and the cost of the machine.
2. You can pop over the curb (if allowed) and you can get an 85' to touch all top lintels and all lintels to the left of the bottom 3 corner windows. You can ladder these if needed.

3. If you can drive on the pavers you can use a 65' boom and all the windows can be accessed.

Again, I've been doing this a long time. No more hoping and guessing that I am right. It took less than 15 minutes and the rest of the time I can use to actually talk to the customer and build a relationship. Before, I was back in my truck looking at manufacturers' load charts, and that process alone can take hours."

