



Case Study: Charlotte, NC

**Problem:**

The contractor was required to replace a broken pane of glass on the fourth story of a building. The placement of the building was in between two railroad tracks with power lines on either side. Weight capacity was a major factor and safety concern as the customer required lifting two workers and a 300-pound pane of glass, totaling around 700-750 pounds.

Before using JED-EYE, due to the high complexity of the job site, equipment parameter specifications and limited equipment placement options, the sales rep for this contractor was unable to determine which piece of equipment was most suitable and walked away from the opportunity. After acquiring JED-EYE this was the result.

There were three possible placement options for equipment.

One: Placing a scissor lift on the passenger platform loading area next to the building. The entrance to the platform had width restrictions due to barricades.

Two: Placing a boom lift on a walkway ramp leading up to the passenger platform. This also had width restrictions at the entrance of the ramp.

Three: Placing a boom lift on a drive-through road, requiring the lift to reach up and over power lines.

Within 10 minutes of using JED-EYE the sales rep was able to determine all scenarios and capable equipment for each possible placement option for the customer.

**Results:**

Due to the width restrictions, weight capacity and height requirements for the appropriate scissor lift needed, no scissor lifts were capable. Due to the width restrictions and weight capacity for the appropriate boom lift needed, no boom lifts were capable to be placed on the walkway ramp leading to the passenger platform.

The final option was positioning a boom lift on the drive-through road, this was determined as the only solution. The sales rep was able to safely order a Skyjack SJ86 T for the contractor as this was the only lift that met all parameters required; weight capacity, up and over height of the power lines (including the OSHA specified 10 feet of clearance) and the overall reach capability.

By using JED-EYE the sales rep was able to safely and accurately meet the needs of the customer, securing the sale while gaining customer trust and satisfaction.

Described below is the layout (viewed as looking down from above) of the job site.

