



Case Study: Charlotte, NC

See Aerial View on Page Two

Problem:

The contractor was required to replace a broken pane of glass on the fourth floor 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 contractor was lifting two workers and a 300-pound pane of glass, totaling approximately 700-750 pounds. The Charlotte Transit Authority was also required to shut down the light rail until project completion, furthering the importance of equipment accuracy.

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

The contractor determined there were two possible placement options for the equipment.

Contractor option one: Placing a scissor lift on the passenger platform area next to the building. The JED-EYE software determined that the entrance to the platform had width restrictions due to barricades resulting in no access or equipment recommendations.

Contractor option two: Placing a boom lift on a walkway ramp leading up to the passenger platform. The JED-EYE software determined this also had width restrictions at the entrance of the ramp resulting in no access or equipment recommendations.

JED-EYE recommendation: Placing a boom lift on a drive-through road, requiring the lift to reach up and over power lines. This option was previously ruled out by the contractor and sales representative due to power lines, reach, and angle requirements.

Within 10 minutes of using the JED-EYE software the sales representative was able to determine that the two contractor options would not work due to the restrictions noted above. JED-EYE was also able to determine that the drive-thru road was the only option to safely complete this job.

Results:

The final option was positioning a boom lift on the drive-through road, this was determined by the JED-EYE software as the only solution. The sales representative was able to recommend and 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 the JED-EYE software, the sales representative was able to safely and accurately meet the needs of the customer, securing the sale while gaining customer trust and satisfaction.

Aerial view of job site and scenarios:

