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CASE STUDY

ATLAS COPCO
Fort Loudon, PA

KONECRANES JIB CRANE WITH FOUNDATIONLESS BASE REDUCES INSTALLATION COST

RE-PURPOSING EQUIPMENT FROM ANOTHER LOCATION CAN CREATE UNEXPECTED CHALLENGES.

Global construction equipment supplier Atlas Copco manufactures drill bits for oil and gas production, mining, and water wells at their Fort Loudon, PA facility. When the company added larger sized rock-drilling bits to their production line, they needed more lifting capability for the manufacturing process. The company uses jib cranes to move the bits into and out of the CNC machines which create the cutting surfaces.

Atlas Copco's CNC Maintenance Technician Brett Ford contacted his usual equipment supplier looking for two one-ton jib cranes. "We moved several CNC machines in from another facility, and we couldn't re-use their lifting equipment because we didn't have the vertical space," Ford said. "Our big challenge was getting the one-ton capacity we needed with low headroom. Also, we didn't want to put a foundation under the jibs, which was the solution that almost everyone offered. We would have had to sink a three-foot-deep concrete foundation into the floor to install that type of jib." Ford contacted Konecranes, and learned that there was another solution available.

SAVING MONEY, PRESERVING FLEXIBILITY

Ford and his supervisor Jake Dell (Production/Maintenance Engineer) discovered that the Konecranes jib crane could be installed on a steel plate bolted to the floor, without the need to pour a concrete pad foundation. "Konecranes optional foundationless base saved us the price of the foundation in the floor, which likely would have cost as much as the jib. Plus, it gave us more flexibility. Just as soon as you bite the bullet and put \$4,500 into a foundation, things change and you have to move it," says Dell.

Floyd Washington, service manager for Konecranes Winchester branch, fielded the order. "We supplied them two Konecranes one-ton floor mounted jibs, and they did the install themselves," he related. "They were pretty basic units, but they looked really good compared to the older equipment they were using before."

According to Ford, the jib cranes were also easy to install. "Konecranes did an impressive job sending us everything we needed, even the electrical, which is not something I am used to," Ford stated. "I've put several hundred jib cranes in, and



these were probably the easiest because of the prep work, overall design and what was furnished – down to the bolts and washers and electrical. I don't know of anyone else that offers that."

Ford and Dell say that Konecranes has been a good partner for Atlas Copco on this order. "We pretty much struck out with every other vendor on getting something that would fit our space and capacity needs without a concrete foundation," said Dell. "Fortunately we found Konecranes. We have another lifting situation that is fairly difficult, and they have helped us out there too. We purchased another custom-built lift unit for that site."

ANOTHER SPECIALTY LIFTING OPTION

According to Konecranes Floyd Washington, that solution is a freestanding air-powered manipulator arm that will allow workers to reach inside the machine to load and process items that must be rotated. It is a useful alternative when the chain on a jib crane would get in the way of the process.

Ford says that the new jib cranes are working well with the used chain hoists that arrived with Atlas Copco's CNC machines. "Everybody really likes the Konecranes jibs, as they are really easy to move and operate," he says. "We have a new CNC machine on order, so I expect we'll be ordering another of these jib cranes in the next couple of months. I understand that Konecranes is launching a next-generation variable frequency SLX chain hoist this year. Hopefully we can purchase one of those to go on our next jib!

Konecranes is a world-leading group of Lifting Businesses™ offering lifting equipment and services that improve productivity in a wide variety of industries. The company is listed on NASDAQ OMX Helsinki Ltd (symbol: KCR1V). With almost 12,000 employees at 600 locations in nearly 50 countries we have the resources, technology and determination to deliver on the promise of Lifting Businesses™.

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