



# Delivering More Than Repairs—Securing Government Approvals for Crane Certification

## The Challenge

An Army facility was utilizing a 2006 Grove CD3340B crane to support multi-million-dollar testing operations conducted within one of its buildings. However, due to the crane's age and a history of inadequate maintenance, it experienced frequent mechanical failures, sometimes during critical and costly testing activities.

Recognizing the operational and financial risks, the facility determined that it was time to procure a replacement. However, identifying a suitable model presented a challenge: most mobile cranes are too large to operate within the constraints of the building. A previous procurement attempt had resulted in a crane that did not fit within the facility, and it was ultimately reassigned for use in other testing areas.

Without a properly sized replacement, continued breakdowns of the existing crane would likely lead to additional downtime, disrupting testing schedules and potentially costing the Army millions of dollars in delays and lost productivity.

## The Craneworks Approach

Unlike many service providers who limit their involvement to mechanical repairs, Craneworks offers comprehensive procurement support to ensure long-term operational reliability. For this project, our team provided end-to-end assistance, from identifying the right equipment to performing an on-site inspection upon delivery.

### 1. Specifications

Using precise facility measurements, Craneworks identified cranes capable of safely maneuvering within the building's limited space. Our team conducted extensive research across multiple manufacturers to determine which models met both the dimensional and performance requirements.



## 2. Manufacturer Comparison.

After narrowing the options to two potential manufacturers, Manitowoc and Broderson, Craneworks performed a detailed comparison based on technical specifications, reliability, and suitability for the facility's environment.

## 3. Final Decision.

Following an evaluation of each manufacturer's parts availability and service network, Craneworks recommended Manitowoc as the optimal choice for long-term support and maintainability.

## 4. Coordination with the Army.

We presented both options to the Army facility, providing a detailed assessment and our professional recommendation to proceed with Manitowoc due to its superior parts and service infrastructure.

## 5. Initial Inspection

Upon the crane's arrival, Craneworks conducted a joint inspection with MGX, an authorized Manitowoc service provider, to verify condition, performance, and compliance with project specifications.

# THE RESULTS



### Reduced Downtime

By utilizing a new crane in the building, a breakdown is less likely to occur.



### Reliability

With fewer breakdowns, the facility will be able to continue testing without interruption

## Why It Matters

For military installations, downtime on a critical crane is more than an inconvenience; it can disrupt maintenance, supply chain, and operational readiness. Craneworks ensures that when we assist with procurement, the crane will not only properly suit the customer, it will be certified, compliant, and mission-ready.



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