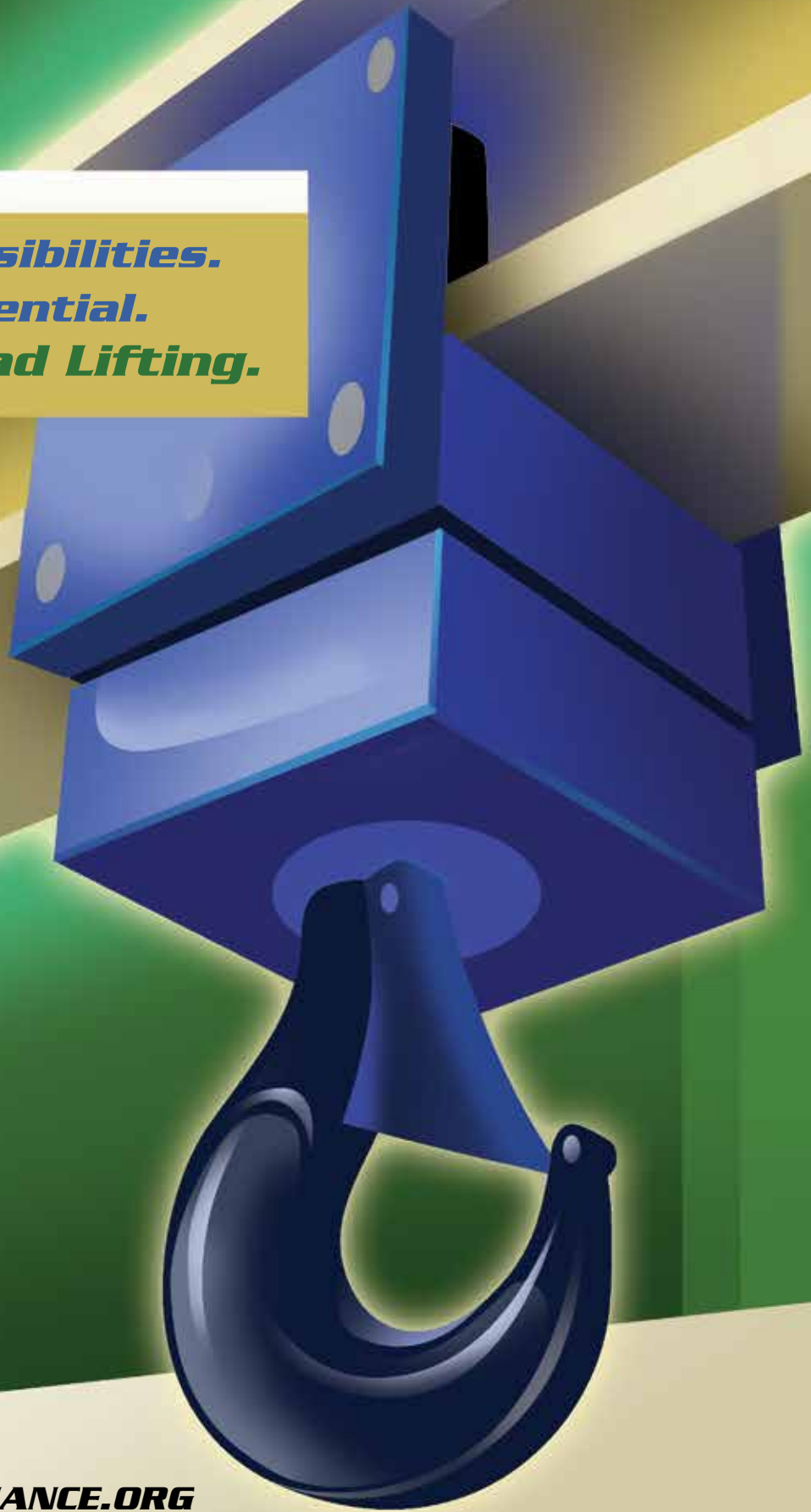


***Expand your Possibilities.  
Discover the Potential.  
Choose Overhead Lifting.***



***OVERHEADALLIANCE.ORG***



***Safety and Productivity are on the Rise.***

# ***Safety and Productivity are on the Rise***

When considering a lifting and moving solution for your facility, choose Overhead Lifting Solutions that improve efficiency, productivity and safety, and reduce environmental impact.

## **Overhead lifting:**

- Reduces lifting accidents
- Improves workplace health and safety
- Reduces product damage
- Improves workflow
- Lowers costs
- Provides a green solution that reduces environmental impact.



*Discover the potential lean and green benefits of overhead lifting and the positive impact it can have on your operation and your bottom line.*



**Crane**

**Overhead Crane:** A lifting and moving solution that uses a hoist, magnet, or other device to place a load at any point within its range. Common types such as a bridge or gantry crane allow three axis of hook motion. A jib crane can operate with 360 degree rotation.



**Monorail**

**Monorail:** A single overhead track or track network used for lifting and transporting product on a fixed path. One or a group of carriers (powered or manually operated) move along the track. Monorail systems can provide coverage over almost any distance and are installed in the building roof structure with the benefit of open floor space. Monorails allow access to hard to reach areas; they are a perfect solution for repetitive production processes or movement of product throughout one facility or multiple buildings. Monorails can be fixed or part of a workstation crane system allowing for positioning of the monorail above product.



**Hoist**

**Overhead Hoist:** A machinery unit that is used for vertical lifting service involving material handling of freely suspended (unguided) loads. Overhead hoists are a basic and versatile piece of equipment used in manufacturing, warehousing, construction, and numerous applications to aid workers in the handling and moving of loads. Lifting mediums include wire rope or chain. Operation types include manual, electric, or air power.

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# ***Your Guide to Overhead Lifting Solutions***

## ***Safety***

- Reason 1: Protect Your Employees
- Reason 2: Better Control & Precision
- Reason 3: Training and Certification

## ***Efficiency and Productivity***

- Reason 4: Engineered to Fit Your Application
- Reason 5: Reduce Product Damage
- Reason 6: Reduce Costs
- Reason 7: Better Workflow & Use of Space
- Reason 8: Better Return On Investment
- Reason 9: Customized Solutions

## ***Environmental***

- Reason 10: A Green Solution



## ***Technology***

- Reason 11: Easy Operation
- Reason 12: The Latest Technology - Discover the Potential
- Reason 13: Expertise

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**Safety**

***Don't Roll The Dice on  
Worker Safety —  
Look Down The Road and  
See the Bigger Picture.***

Safety should be the most important factor when choosing a lifting and moving solution.



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# ***Why Use Overhead Lifting Solutions?***

## ***Reason 1: Protect Your Employees***

Employees move in and out of manufacturing facilities and shipping/receiving areas throughout a normal work day. Overhead Lifting Systems work within a specific area and limit an employee's exposure to potential accidents caused by dangers like forklift traffic. Overhead Lifting Systems move product safely.

## ***Reduce Costs Associated with Accidents***

Have you considered costs associated with OSHA citations, lost work time, replacement of an injured employee, medical expenses, increased workers' compensation rates, and potential lawsuits? These issues cost employers billions of dollars every year making purchasing the safest lifting and moving system not just ideal, but a practical and cost saving proposition.

## ***Ergonomic Solutions Combat Workers Compensation Claims***

According to the National Institute for Occupational Safety and Health (NIOSH), back injuries cost American industry 10 to 14 billion dollars in workers' compensation costs and about 100 million work days annually. In the past light loads were lifted manually contributing to the statistics of on the job injury. Installing a lifting and moving solution that limits the amount of manual handling by your employees is a good measure to prevent physical injury. Whether handling 50 pounds or 50 tons, consider an Overhead Lifting System designed to safely and productively move your products. Whether from a floor to a work bench or on and off an assembly line; Overhead Lifting Solutions can be the smart choice.





## *Safety*

## ***Load Control and Precision.***

Control loads with a birds eye view. Think radio remote controls or independent traveling push button pendants.



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## ***Why Use Overhead Lifting Solutions?***

### ***Reason 2: Better Control & Precision***

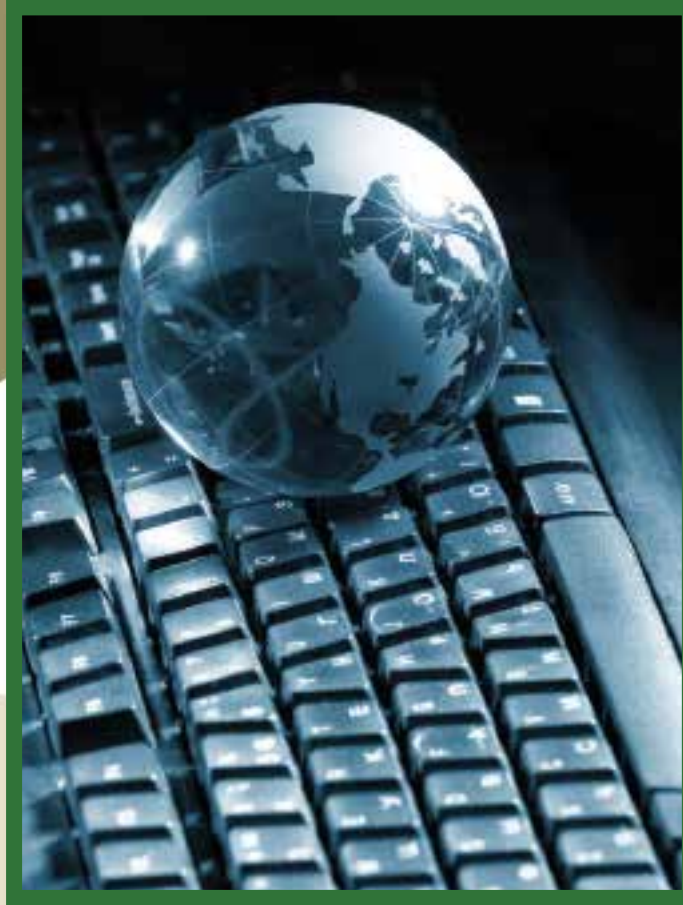
#### ***Control Your Load from a Safer Position***

Radio remote controls and independent traveling pushbutton pendants allow for the operator of Overhead Lifting Solutions to stand away from the load. This means that the operator is further removed from danger. This reduces the risk of injury, and allows for a better view. This limits the risk of accidentally maneuvering the load into other workers in the area, walls, machinery, or obstacles.

#### ***Safe and Effortless Maneuvering***

With Overhead Lifting Solutions such as bridge cranes, gantry cranes, and jib cranes, 90 degree maneuvers are typical. Monorails are often relied upon to increase efficiency by easily positioning materials along a set path. Overhead Lifting Solutions can range from manually operated systems carefully spotting loads to highly automated systems maneuvering with precision of one thousandth of the rated speed to an exact location.





**Safety**

## ***Knowledge is Power.***

Encourage employees to expand their knowledge base and stay up-to-date on Overhead Lifting Solutions.



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# **Why Use Overhead Lifting Solutions?**

## **Reason 3: Training and Certification**

### **Add Value to Your Organization**

Today more than ever, employee training and certification plays a critical role in employee retention as well as productivity. Having properly trained and certified employees not only insures a safer workplace but it also insures employers that their employees are competent for the work being performed. The better trained the employee, the more valuable to the organization.

### **Training is Cost Efficient and Simple**

Overhead Lifting Solutions training today carries minimal expenses. Member companies of HMI, CMAA and MMA generally offer sales and repair training at their facilities or through a global network of dealers. These member companies also offer operator training and certification. CMAA for example offers Crane Operator Certification through the National Commission for the Certification of Crane Operators (NCCCO). In addition, many products are certified through HMI (HMI Certified) and MMA (MMA Certified) assuring that the products purchased meet all state and federal regulations for testing, safety and durability.



### **Reduce Down Time and Costs**

Designed for various types of employee's and maintenance technicians, training consist of classroom work followed by hands on disassembling and assembling of the entire product line. Each employee receives valuable hands on repair and preventive maintenance techniques as well as a complete binder of Owners Manuals and a certificate

stating they are qualified to trouble shoot or repair the product. Because technology changes so often, it is imperative that employees re-certify themselves every couple of years to familiarize themselves with the new product offerings. Employees are also trained on proper usage of the equipment as well as guidelines for inspection and operation.

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**Efficiency  
and  
Productivity**

## ***Overhead Lifting Fits Like a Glove.***

Manufacturers provide flexibility and options that make your system right for you. Bottom line: Overhead lifting is a good investment.



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## **Why Use Overhead Lifting Solutions?**

### **Reason 4: Engineered to Fit Your Application**

#### **Flexibility - Standards & All Levels of Customization**

Overhead Lifting and Moving Solutions provide the flexibility of standard or custom designs. They are available in a wide range of configurations and price points. This flexibility results in equipment fitting a wider range of applications and reducing cost based on the total equipment needed to “get the job done.”

#### **Crane & Monorail Systems:**

- Easy and economical to adapt to most facility configurations, including dimensional changes or capacity upgrades.
- Can operate on any plant floor surface.

#### **Hoists:**

- Can easily be fitted for longer lifting capability (such as chain in a manual or electric chain hoist).
- Are easy to transport from job to job or site to site.
- Can be used indoors or out.

Customization doesn't always mean expensive. Through evaluation of your application, as well as custom engineering and design, a system can be manufactured to save space, increase efficiency, and give your employees total control. An Overhead Lifting Solution might accommodate overhead or floor obstructions, or maybe multiple workstations are covered with one system. These types of solutions will not be found with other forms of material handling. The Overhead System can be tailored to the specific needs of your facility, allowing you and your employees to work smarter.





*Efficiency  
and  
Productivity*

## ***Product Damage Can Be Devastating.***

Don't let your lifting and moving solution be responsible.



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## ***Why Use Overhead Lifting Solutions?***

### ***Reason 5: Reduce Product Damage***

#### ***Keep Product From Being Dropped or Damaged***

Overhead Lifting Solutions minimize product handling and operator error. They allow for smooth direct-path transportation over obstacles with soft start features and multiple speed options for optimum control. The variety of below the hook devices and customized cranes, monorails, and hoists means there is a lifting and moving solution best fit for your industry and application.

#### ***Keep Customers by Shipping Undamaged Product***

Not only does product damage result in wasted materials, but it's inevitable that some products with minor damage still make it to your customers. Unhappy customers with damaged product eventually become ex-customers. Think about this indirect but significant consequence when choosing the best lifting and moving system.

Overhead Lifting Systems protect your products by self-centering loads. Compared to other material handling devices, Overhead Lifting decreases the chance of damaging walls and structural supports or overturning.





**Efficiency  
and  
Productivity**

## **Save Money.**

Learn how overhead lifting solutions can improve productivity and reduce costs.



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# Why Use Overhead Lifting Solutions?

## Reason 6: Reduce Costs

### Maintenance

Overhead Lifting Solutions incorporate the latest technology and require less maintenance compared to other lifting devices. You can purchase Overhead Lifting Solutions rated for heavy duty usage that will endure for decades and can be provided with warranties or service contracts.

### Personnel

One Overhead Lifting System with one operator can replace multiple forklifts and cover a large work area. Therefore Overhead Lifting proves more efficient and less costly in labor.

### Other

Consider how an Overhead Lifting and Moving Solution can improve workflow, minimize product damage, and best utilize the space in your facility.





*Efficiency  
and  
Productivity*

## ***Does Moving Materials Through Factory Aisles Make You Feel Like You're Trapped In A Maze?***

Think like an eagle. Overhead lifting solutions allow you to swiftly guide loads over aisles and above obstacles in a direct path to reach the other end of your facility.



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## ***Why Use Overhead Lifting Solutions?***

### ***Reason 7: Better Workflow & Use of Space***

#### ***Faster Direct Paths***

Take product up and over obstacles, instead of navigating back and forth through aisles. Geometry and common sense dictate that straight lines are more efficient than roundabout paths to get from one point to another.

#### ***Stack Product Higher Than Forklifts***

Space is a valuable commodity. As the business expands, a larger factory or yard is needed in order to accommodate the product. The facility will require greater costs and other management resources. In comparison, an Overhead Lifting Solution allows for greater lifting height, vertical storage, and more efficient use of space. Money is saved on land acquisition costs and property taxes.





*Efficiency  
and  
Productivity*

***Your Lifting & Moving  
Solution Should Stand the  
Test of Time.***

Get your return on investment. Overhead lifting solutions retain value.



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## ***Why Use Overhead Lifting Solutions?***

### ***Reason 8: Better Return On Investment Retains Value***

Many buyers make the mistake of considering only the initial investment when purchasing a lifting system, while not considering the best long-term life cycle investment. The wrong choice may incur further costs down the road. By making the right choice that fits your specific lifting needs, you could very quickly make a better return on investment. Overhead lifting solutions offer a better return on investment (ROI) than most other forms of lifting technologies. Overhead Lifting Solutions often last for decades with a longer lifespan than most other lifting choices. They retain value because they are made from durable materials.

### ***Investment/Asset***

Overhead Lifting Solutions increase the value of your building or facility.

### ***Flexibility***

If necessary, Overhead Lifting Solutions can easily be re-configured or converted and adapted to fit your changing needs.





**Efficiency  
and  
Productivity**

## ***Custom Product Handling.***

Lifting products is not as simple as pick and place. Loads constantly change. Maximize your Overhead Lifting Solution.



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## ***Why Use Overhead Lifting Solutions?***

### ***Reason 9: Customized Solutions***

#### ***Customize for Individual Applications***

Today's Overhead Lifting Solutions can be customized to individual applications providing the best and most cost effective lifting solution. Overhead crane systems and monorails are often customized for various manufacturing facilities. In addition, many of today's crane and hoist manufacturers can provide an assortment of Below the Hook Attachments and End Effectors for customized product handling. These attachments include items such as vacuum lifters, magnets and specialized tooling.

#### ***Resources Available***

Material Handling Industry of America (MHIA) is the largest U.S. material handling & logistics association representing the leading providers of material handling & logistics solutions. Solutions that make the supply chain work. [www.mhia.org](http://www.mhia.org)

MHIA member companies such as CMAA, HMI and MMA can provide the latest case studies, free downloads, E-lessons and Buyer's Guides so that potential buyers of Overhead Lifting Solutions can view potential

solutions and source products for customized lifting.

Every application is unique and many solutions are available to make Overhead Lifting simple, safe and cost effective. Think outside of the box...think Overhead Lifting.





***Environmental***

***Choose A Green Lifting  
& Moving System.***

Overhead lifting solutions offer numerous environmental advantages.



**OVERHEADALLIANCE.ORG**



**CMAA**  
CRANE MANUFACTURERS  
ASSOCIATION OF AMERICA, INC.



**MMA** Monorail  
Manufacturers  
Association  
Workstation Cranes and  
Patented Track Systems



**HMI**  
HOIST MANUFACTURERS INSTITUTE



## ***Why Use Overhead Lifting Solutions?***

### ***Reason 10: A Green Solution***

#### ***Environmental Consequences of Other Lifting & Moving Choices***

The limitations of other lifting and moving choices often force business owners to seek new storage space for their facility, or for battery charge terminals. This need creates a domino effect of events detrimental to the environment.

Lifting systems powered the produce emissions can have numerous adverse effects on your business, the environment, and employee health. These lifting and moving systems can produce air pollution through emissions as well as ground pollution through daily leakage.

Also consider the possible regulations and costs imposed on your operations due to these harmful contaminants. Evaluation of building ventilation, regular emissions testing, and investment in contaminant detection equipment are just a few examples.

#### ***Overhead Lifting Solutions are a Green Choice***

Why not utilize your current facilities space with an Overhead Lifting System like a stacker crane? Overhead Lifting Solutions provide your employees with a green, productive workplace.





## *Technology*

## ***Overhead Lifting Solutions are Easy to Operate.***

Overhead lifting solutions offer easier operation via straightforward and logical lifting and moving operation.



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## ***Why Use Overhead Lifting Solutions?***

### ***Reason 11: Easy Operation***

#### ***Effortless Controls***

Pendants can be as simple as up and down buttons. Controls are straightforward, not complex, and can often be utilized with just one hand. The learning curve to use an Overhead System is shorter than most other equipment. Overhead Solutions have fewer electrical and mechanical components, yet you achieve the same capabilities as more complex lifting and moving systems.

#### ***Dispelling a Common Misconception***

In choosing a material handling system, many people assume that they know more about forklifts and other lifting solutions because they are more familiar with them. However, assumptions can hinder productivity. Make sure you consider all lifting and moving options including cranes, hoists, and monorails. The idea behind these lifting solutions is simple and logical (though if desired you can purchase a highly customized crane with state of the art technology, the basic premise behind the lifting method of a hoist is still the same.) The controls on Overhead Lifting Solutions are generally considered straightforward and effortless.



Don't assume loads are easier to handle with common material handling options such as forklifts. Consider your application.

Speak to Overhead Lifting manufacturers regarding pre-engineered or customized systems. Keep safety and training in mind no matter which option you choose.



*Technology*

## ***Best Invention Since the Wheel.***

Discover overhead lifting technology. Have all that power and technology at your control.



**OVERHEADALLIANCE.ORG**





## Why Use Overhead Lifting Solutions?

### Reason 12: The Latest Technology

#### Many of Today's Overhead Solutions Include:

- Radio remote controls for handling product from a safe distance;
- Advanced motor controls on all lifting and traversing motions for smooth starting and stopping to improve load positioning;
- Overload limiting devices to prevent lifting damaging loads beyond rated capacity;



- Ergonomic controls for precision lifting;
- Material advancements in rope and chain to extend the life of the system and ensure safe operation for years to come;
- Advancements in electric motor technology that result in better equipment reliability and increased duty cycle.

Many of today's systems are also equipped with data output giving the operator or owner information such as hours of run time, starts on contactors and transformers, average load data and recommended maintenance schedules. This output can eliminate costly troubleshooting and expensive repairs as well as schedule regular preventative maintenance on your Overhead Lifting System.



## *Technology*

# ***No Matter Where Your Business Takes You, We Have A Solution.***

We live in a global economy. Business takes us to every corner of the Earth. Overhead Alliance Members are ready for the challenge.



**OVERHEADALLIANCE.ORG**



**CMAA**  
CRANE MANUFACTURERS  
ASSOCIATION OF AMERICA, INC.



**MMA** Monorail  
Manufacturers  
Association  
Workstation Cranes and  
Patented Track Systems



**HMI**  
HOIST MANUFACTURERS INSTITUTE



## Why Use Overhead Lifting Solutions?

### Reason 13: Expertise

#### Experience When It's Needed Most

CMAA, HMI and MMA members represent some of the oldest companies in North America and the world providing years of expertise and cost effective solutions. In fact, CMAA traces its roots to the Electric Overhead Crane Institute, known as EOICI, which was founded in 1927 by leading crane manufacturers of that time to promote the

standardization of cranes as well as uniform quality and performance. The voluntary association was incorporated as the Crane Manufacturers Association of America, Inc. in 1955.

The Hoist Manufacturers Institute (HMI) members are the Industry's leading suppliers of hoisting equipment including hand chain hoists, ratchet lever hoists, trolleys, air chain hoist, air wire rope hoists, electric chain hoists, and electric wire manufacturing and distribution sector.

Founded in 1933 was the Monorail Manufacturers Association, Inc. (MMA). MMA members produce the preponderance of patented and enclosed track underhung cranes and monorail systems.

CMAA, HMI and MMA members have a network of Members and Dealers that can provide solutions anywhere in the world.



# Choose Overhead Lifting:

**Safety and  
Productivity  
are on the Rise**



## **CMAA**<sup>®</sup> *The Crane Manufacturers Association of America (CMAA)* is an independent trade

association incorporated in 1955. Member Companies, representing the industry leaders in the overhead crane industry, serve the US market from operations based in the United States, Canada, and Mexico. CMAA is recognized as the leading authority and the principal resource in the overhead traveling crane industry. Learn more at [www.mhia.org/cmaa](http://www.mhia.org/cmaa).

### **CMAA serves the overhead material handling industry through:**

- Safety Advocacy
- Engineering Specifications and Standards Development
- Educational Materials

### **Members, recognized as the leaders in the marketplace:**

- Deliver superior value in their products/services
- Provide an environment in which customers can confidently purchase versatile solutions.
- Provide products and services that are safe and productive.
- Conduct business professionally with a spirit of honesty and integrity.



## Founded in 1933, **The Monorail Manufacturers Association, Inc. (MMA)**

is an independent incorporated trade association affiliated with the Material Handling Industry. MMA Members produce the preponderance of patented and enclosed track underhung cranes and monorail systems.

MMA operates through committees with programs and policies reviewed and adopted by the membership with representation from each member company. Its many activities include an active engineering committee. MMA is represented on a number of standards developing committees and actively supports the development and certification of safety standards by the ANSI consensus method. Learn more at [www.mhia.org/mma](http://www.mhia.org/mma).



## **The Hoist Manufacturers Institute (HMI)**

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