

HOW TO FIX AND REPLACE MONOPOLE RADIO UNITS ONLY USING A TELESCOPIC BOOM LIFT FROM A SINGLE SETUP POINT

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Design Electric is a \$35M family-owned regional provider of superior electrical construction and maintenance services working across the mid-Atlantic region. Over 250 highly experienced employee and contractor electricians deliver value to a large variety of industrial and commercial clients, government, and building management institutions.

THE CHALLENGE

The client's climbers and electricians frequently rent JLG man-lifts and cranes to install or repair electric infrastructure at heights. The client's management team has long been frustrated with their crane provider. For some time, breakdowns in the provider's communication on dispatch and billing resulted in poor end-customer experience and lost revenue.

In general, using a man-lift and a crane with an operator for every height-access project was expensive.

The client had never seen extreme height-access, German-made, telescopic boom lifts, custom-built on Kenworth chassis, but quickly decided to try it as an alternative to their expensive and uncooperative supplier.

The challenge for the test project involved a 165-foot monopole owned by American Tower in Kitty Hawk, North Carolina. The job consisted of lifting radio modules of 50-80 pounds each on ropes affixed to the basket, removing the old modules from the monopole, and installing the new ones.

Alpha Platforms committed to completing this job in one day.

THE SOLUTION

Alpha Platforms dispatched its **A-175** telescopic boom lift, reaching heights of 175 feet, outfitted with an articulating jib boom of 31.6 feet, capable of swiveling 360 degrees around the monopole tower from a single setup point.

The climbers arrived onsite at 9 am, greeted with a hot breakfast of eggs, coffee, and cinnamon buns from a local bakery. To the amazement of the crew, the setup took just 15 minutes. The oversized 12-foot basket fitted their entire team of four laborers plus their equipment. To access the radio cells nested in the pole, workers removed and hung large cover panels onto the cage, which, to their surprise, produced zero rattling or cage vibration.

Alpha's operator handled the lift, allowing the crew to focus on the job at hand and complete it quickly and efficiently.



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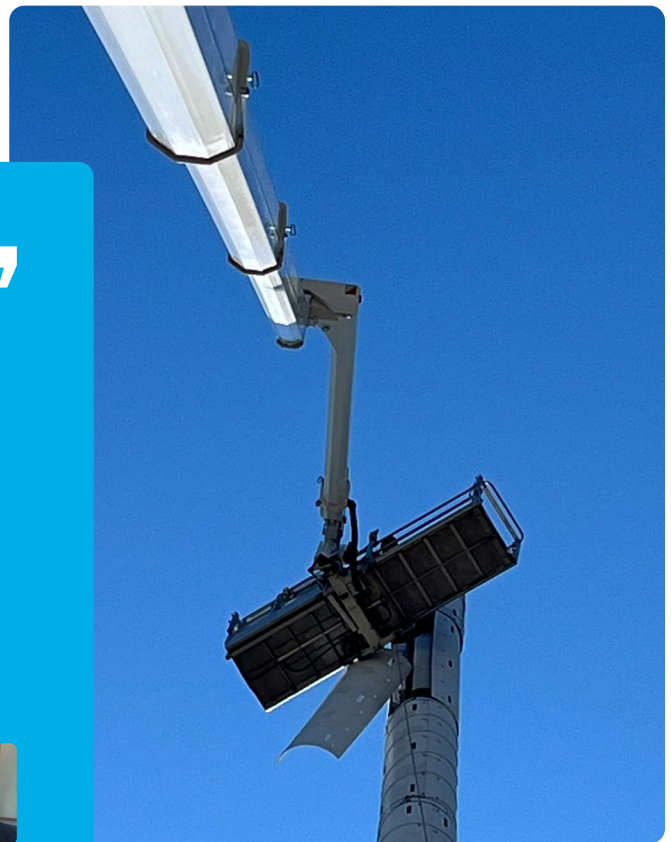
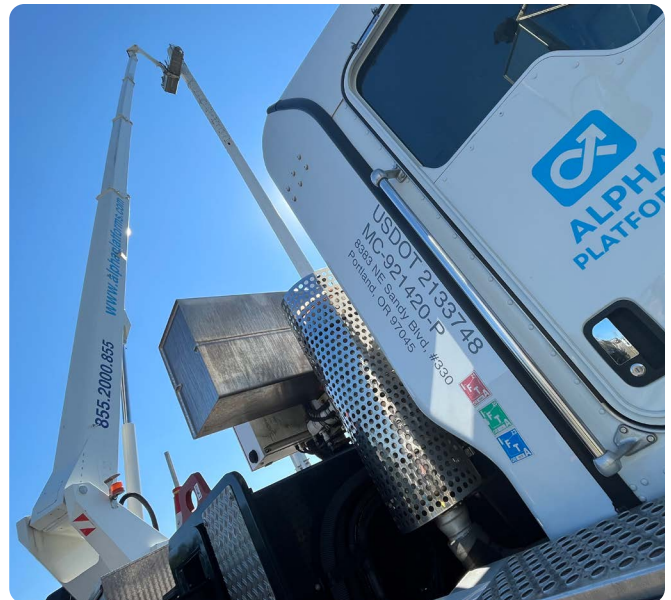
THE OUTCOME

The entire job typically would have taken 10 hours or more. Alpha completed it in 6 hours, including setup and takedown.

How did the client save at least four hours?

Alpha created efficiencies through a streamlined process of lifting new parts into the cage. Our operator continuously rotated the cage around the monopole allowing workers to remove and replace old parts by many hands-on-deck in the same basket working together. Also, not having to move the truck once as the workers quickly went up, down, and around the pole dramatically increased their productivity.

The crew attracted much attention from vacation beachgoers who gawked at the sight of a never-before-seen marvel machine as it quietly worked within just 70 feet of their beach houses.



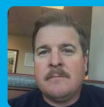
TESTIMONIAL

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“Alpha has the most efficient and leanest site setup time I’ve ever seen. My brother, who is the top climber of our group, first struggled to understand how this cage could go around the tower better than the crane - and when it did the whole 360°, he became a believer.”

Also, each laborer said how incredibly safe they felt - very different from the small crane basket. We were able to secure and push back the panels in place without the basket ever moving.”

Jason Austin
Director of Operations



Our precise German-made lifts and an all-inclusive operated rental service are the height access method of choice for hard-to-access structures or at extreme heights, as they combine unmatched productivity with safety and comfort.



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