

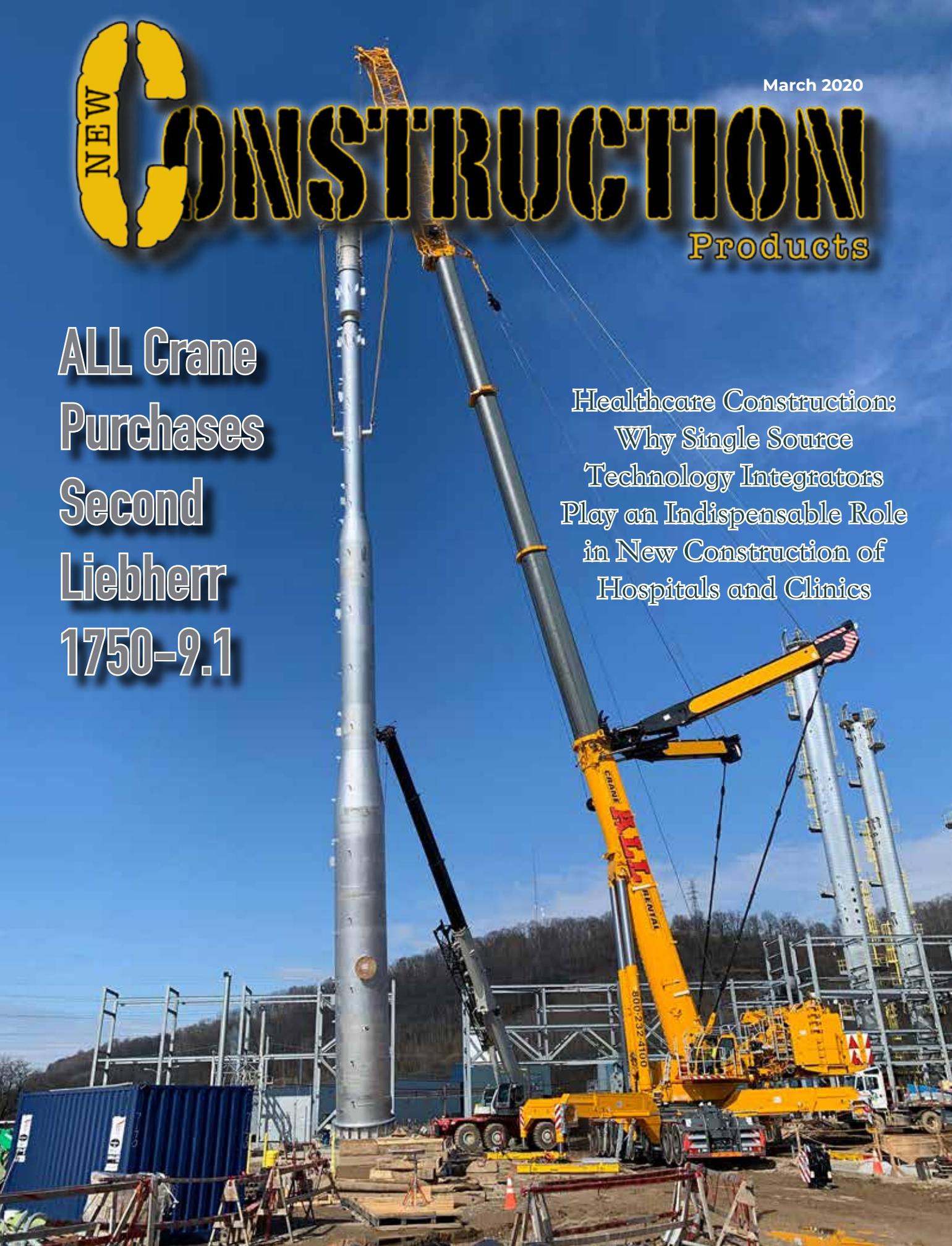
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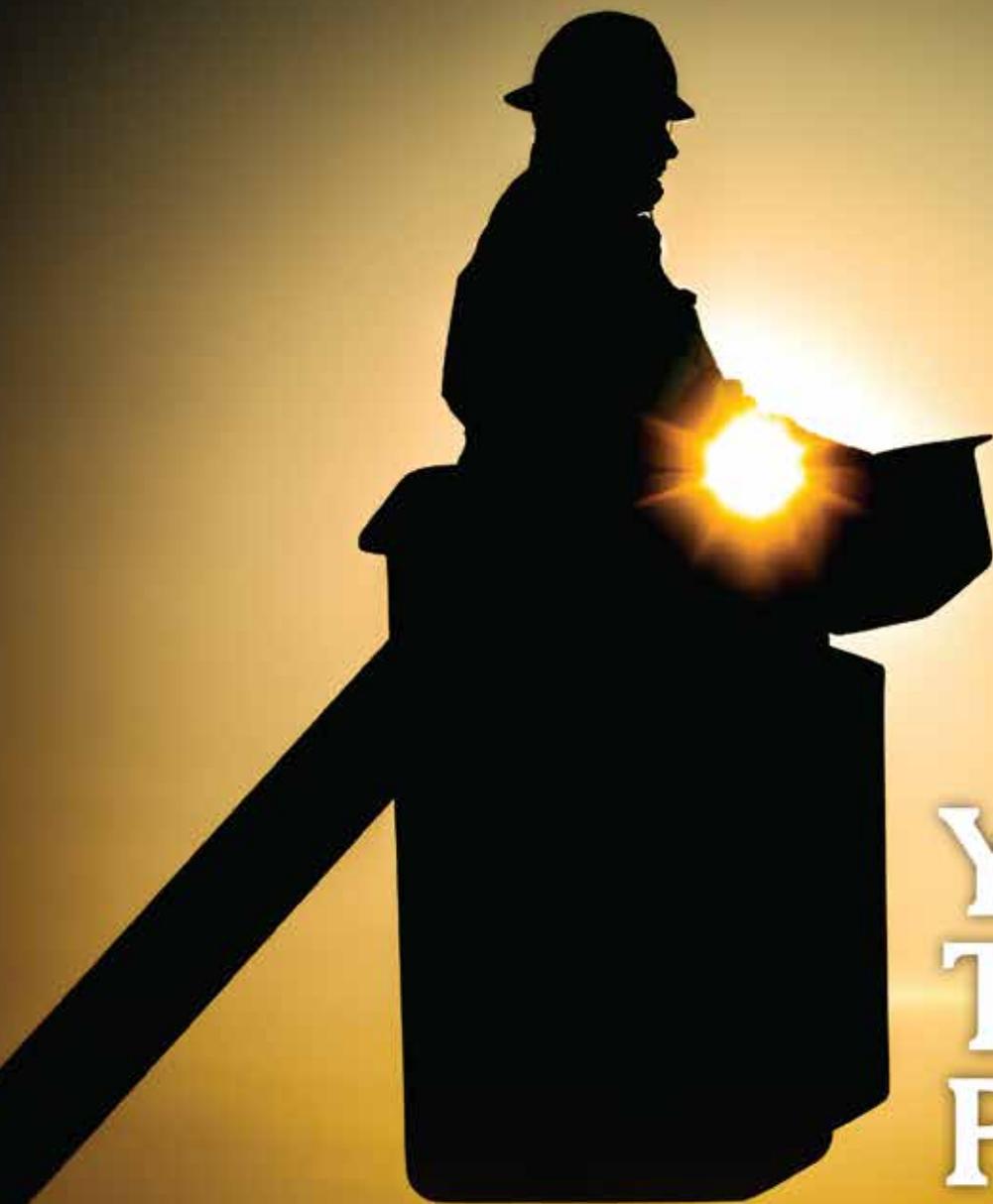
NEW CONSTRUCTION

Products

ALL Crane
Purchases
Second
Liebherr
1750-9.1

Healthcare Construction:
Why Single Source
Technology Integrators
Play an Indispensable Role
in New Construction of
Hospitals and Clinics





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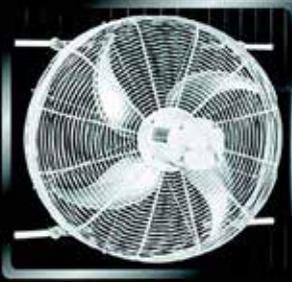
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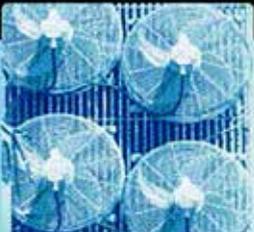
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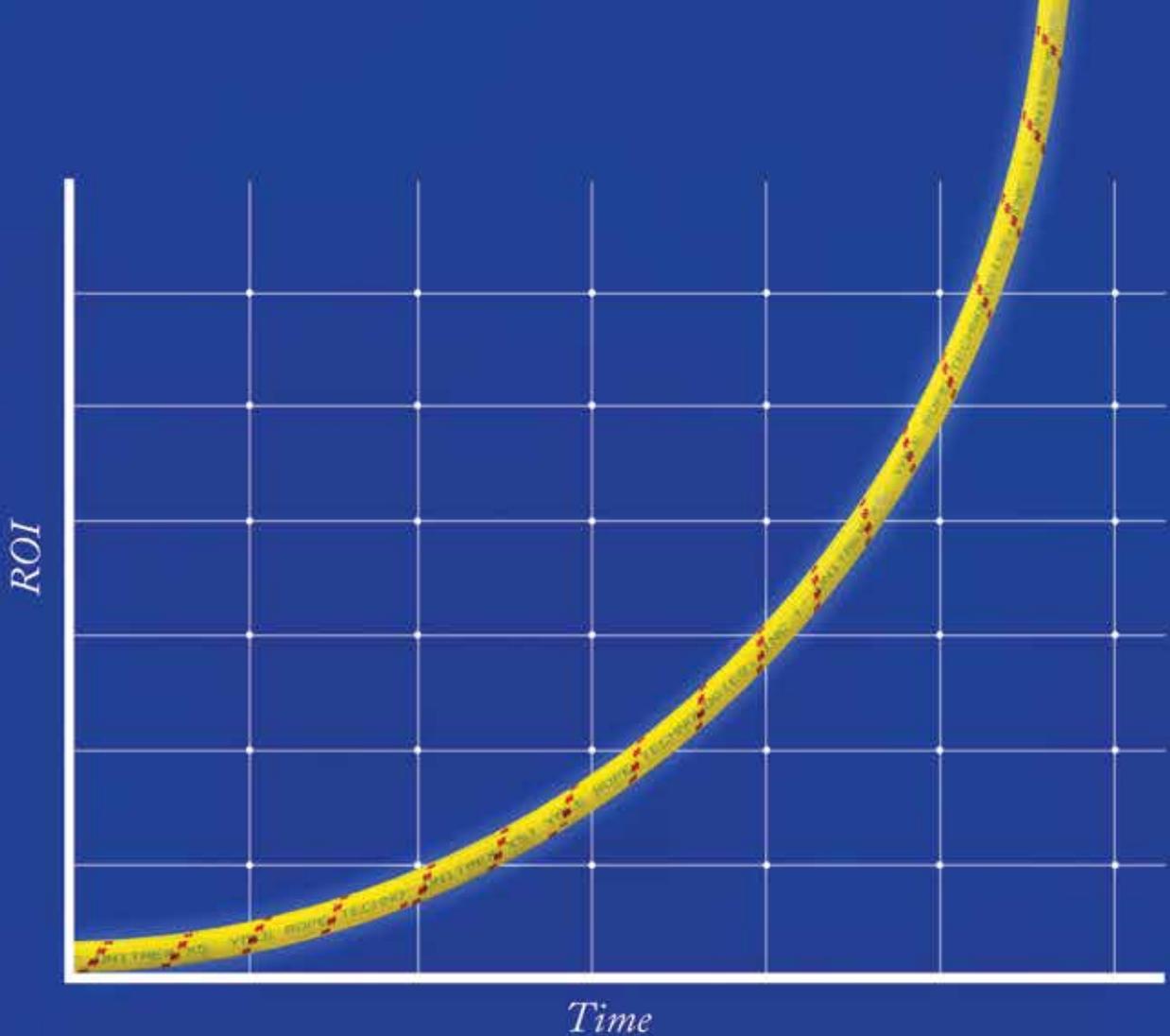
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ALL Crane Adds Four Grove GRT9165s



Units boast highest capacity and the longest reach of any Grove RTs

The ALL Family of Companies has strengthened its rough-terrain crane fleet with the acquisition of four 165-USt Grove GRT9165s. Introduced in 2018, the GRT9165 is now the highest-capacity, longest-reaching Grove rough-terrain crane. Its industry-leading 205-foot, six-section pinned boom is five feet longer than that of competing models.

Manitowoc said many of the crane's in-demand features and technologies have been developed specifically in response to customer needs. For example, Grove engineers made a key effort to improve transportability to enable increased productivity and profitability. The GRT9165 rolls out on three trailers and is self-deployable, requiring no assist crane. With all components removed, it has an easily transportable gross vehicle weight of 116,000 pounds.

"The Grove GRT9165 brings versatility and cost-effective operation to the fleet, along with unparalleled reach and muscle," said Michael L. Liptak, CEO and President, ALL Family of Companies. "Having four of these units in our fleet gives us an exciting new option for our customers across North America."

RTs are in high demand at sites as diverse as power plants, general urban construction, and revitalizing the nation's infrastructure on highway, road, and bridge projects.

The GRT9165 also boasts a newly redesigned cab that will eventually be added to all Manitowoc units. The wider body and easier controls are getting rave review from operators, who appreciate the extra room, increased visibility, and 20-degree tilt capability.

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Purchases
Second
Liebherr
1750-9.1



Versatile unit headed south, adds depth to fleet

In 2013, the ALL Family of Companies purchased the Liebherr 1750-9.1, a blockbuster 900-ton, 9-axle, 18-wheel AT crane designed to fill the gap between Liebherr's 600-ton and 1500-ton ATs. At the time, the crane was only the second of its kind in North America. Today, ALL is proud to announce it's adding a second to its fleet, tabbed for service in the company's branches across the southern states.

The new LTM 1750-9.1 mobile crane, already among the highest capacity ATs available, now features load capacity tables derived from refined static calculation methods. These new load capacity tables effectively increase lifting capacity values throughout the entire operating range. ALL will upgrade the crane software on their original 1750-9.1 with the new tables to maximize the capacity for that unit as well.

It doesn't stop there. A new luffing jib configuration using lattice sections will provide additional capacity increases for wind power applications.

The first Liebherr 1750 acquired by ALL has proved extremely popular with customers due to its winning combination of sought-after features: the unit is easy to transport, sets up quickly, can fit into tight spaces, and offers high capacity.

"Everything about the 1750 was meticulously thought out during the design phase and well-executed upon creation," said Hutton Strader, business development specialist for ALL. "Its many flexible transportation options make it possible to reduce axle loads to suit a variety of regulations, and its fast set up can save a half-day of rental for customers."

Strader points to the unit's VarioBase® system as perhaps the most attractive feature of a feature-packed machine. All four outriggers can be extended to individual lengths, allowing it to be positioned closer to lifts and set up near ground obstructions other machines wouldn't be able to overcome.

The fact that Liebherr upgraded the lifting capacity of its LTM 1750-9.1 was attractive to ALL, but the company already enjoyed very high demand for their existing 1750 at its 900-ton capacity. Said Strader, "The new LTM 1750-9.1, along with the ability to update the crane software on our existing unit, will not only make one of our most popular machines stronger, but much more available for our customers."

About ALL

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Management Safety Certification Program to feature Behavioral Simulation

Leading Safety Works™, a project management safety certification program, developed by Crane Industry Services LLC and Okos Partners, now includes innovative behavioral simulation tools.

CIS will feature the certification program during ConExpo-Con/Agg in Las Vegas, Nev., March 10-14, 2020 in at Festival Hall, Booth F101524.

Leading Safety Works establishes critical, effective, and lasting connections between project and people strategies. The program is based on a practical 90-day planning system that makes problem-solving immediately effective and replicable. The system helps project leaders and managers identify critical opportunities to change conditions and improve practices on every job site.

“Working with leading simulation technology developers, we are using behavioral simulation software to assess the steps an individual makes when faced with real work scenarios. The results will show

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whether the decisions the individual makes will keep people safe and the project on track, or if they are making choices that may steer the project off course," said Debbie Dickinson, CEO of CIS.

"The inclusion of behavioral simulation in the Leading Safety Works program reinforces job site decision making, helping managers identify critical opportunities to change conditions and improve practices on every job site," said Peter Krammer, Senior Partner with Okos Partners.

Dickinson's and Krammer's work with behavioral simulations spans projects with utilities, government, construction, manufacturing and telecommunications.

Simulations used in the program will be based on actual events rooted in construction or utility applications. "Often accidents happen when the task is something the crew has done a million times, but in this instance, something changes – a distraction, such as weather conditions, a new crew leader, last-minute

work order changes, or pressure to hurry," said Dickinson.

The interactive training can be delivered in class, online or by simulator technology.

*About Crane Industry Services
Crane Industry Services LLC, (CIS) based in the Atlanta, Ga. area, was established in 2008. CIS provides hands-on, classroom and technology-based training for the crane and rigging industry, nationally accredited NCCER certifications, equipment inspections, expert witness services, and consulting to the lifting industry. Crane Industry Services is WBE-certified and NCCER-accredited to train and provide OSHA-recognized, ANSI-accredited crane operator certification testing. www.centeredonsafety.com or (770)-783-9292.*

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Healthcare Construction: Why Single Source Technology Integrators Play an Indispensable Role in New Construction of Hospitals and Clinics

Today, there is significant increase in the number of hospitals, clinics and outpatient centers that are being built or remodeled across the country, in part due to the rise in demand for healthcare from an aging population and more access to health insurance. To accommodate this rapid growth, however, requires a sophisticated level of technology integration that goes beyond brick-and-mortar construction to the design and installation of networking, communications, electronic record-keeping and patient/staff security systems.

As a result, the healthcare industry is increasingly turning to single source technology integrators during the earliest phases of construction, that can design, install and manage an integrated package of systems while coordinating with other more traditional aspects of construction.

Integration, defined on dictionary.com as “an act or instance of combining into an integral whole,” can be a somewhat vague concept because the combination of parts can be unending, while each individual solution is specific to the application.

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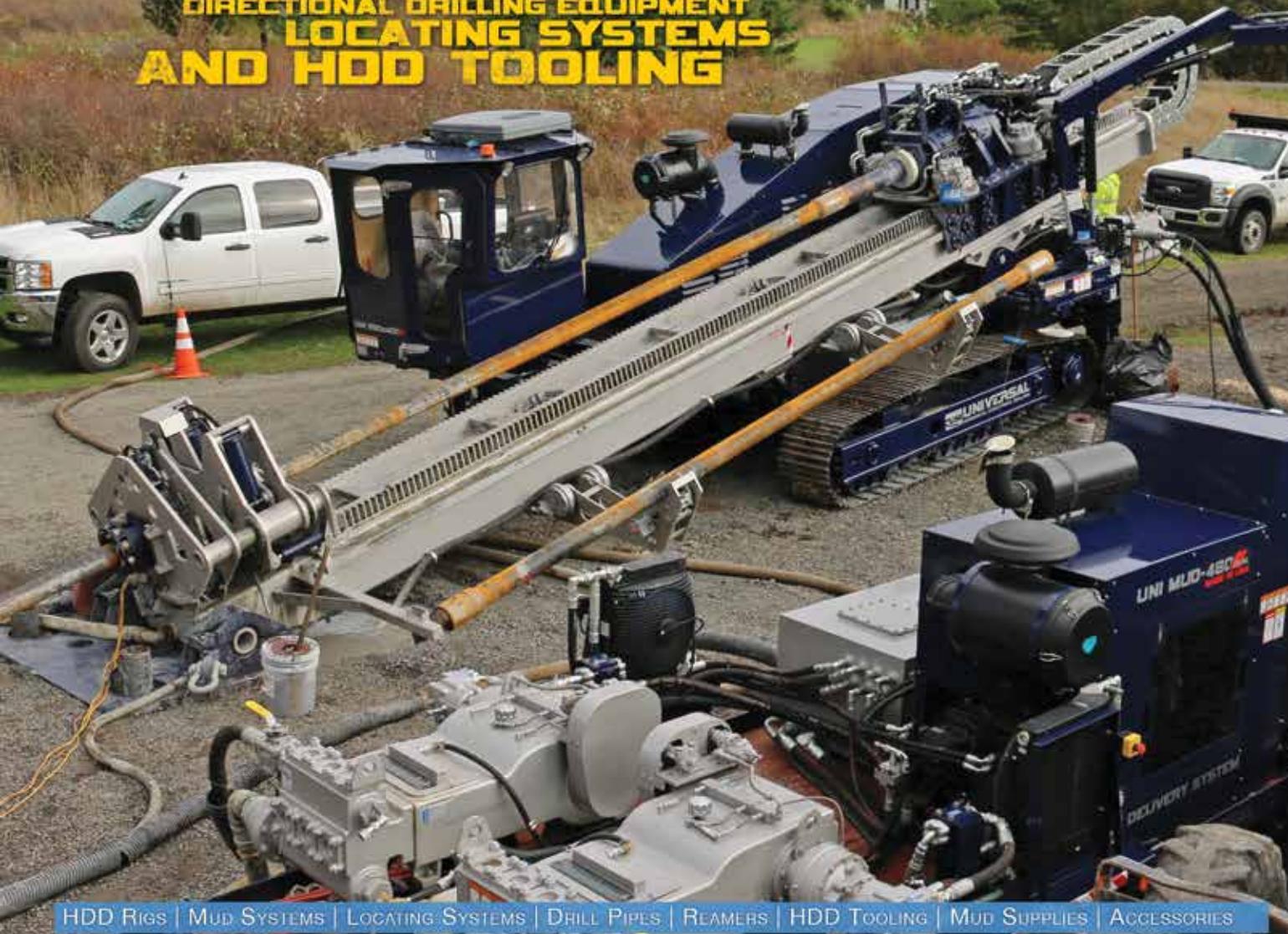
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What is known is that the best integrators are those that have an extensive knowledge of the available products and component parts of any system and are able to connect them together in a manner that extracts significant added value. In other words, the “whole” [a properly integrated system] should be much greater than the sum of its parts.

In healthcare, with new construction booming “integration” has taken on new meanings as well.

To start, technology integration in new hospital, medical group or clinic construction now encompasses an array of options from network IT and Wi-Fi access points, to access control systems, physical security cameras, alarms, VoIP phones, nurse call systems and environmental and temperature monitoring – to name a few.

Then there is integration of effort and coordination with other aspects of new construction when installing such systems.

Technology integration, it turns out, is not covered under the umbrella of the general contractor. That means technology integrators, often hired by building owners, must coordinate and integrate their efforts with the general contractor and associated

plumbers, electricians, drywall installers, painters and other tradesmen in a side-by-side effort.

In addition, technology integrators often coordinate with healthcare company personnel tasked with overseeing specific aspects of the installation, whether environmental control managers, IT staff or physical security experts.

In short, any integration – if not properly coordinated, scheduled and executed with accommodations for last minute changes, etc. – can be a nightmare for those responsible for managing the overall effort and all the contractors.

To avoid this scenario, healthcare companies are turning to single source companies that not only can handle the full array of technologies, but can do so down to the installation of the low voltage wiring, cabling, conduit trays, wireless antennas, hubs, electronic equipment racks and even the locks on the exit doors.

“By working with a single source technology provider that offers a menu of technology offerings, there is an advantage of having a single point of contact for overall system design, installation, management and support,” says Eric Brackett, President of BTI



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Brackett adds that this can save healthcare organizations significant time and money in technology consultation, along with saving “a lot of aggravation and headaches” related to managing construction staff.

Evolving Technology Integration

Traditionally, voice, data, network and physical security system purchases have been made independently. Security cameras and access control systems, for example, are implemented by security integrators, while VoIP phone systems are installed by telecom providers. In this approach, each vendor offers a proprietary solution with little consideration as to how it will be converged with other aspects of the network.

However, integration of these applications during new construction or remodeling can offer immediate significant revenue, security, and savings to a healthcare organization’s bottom line, says Brackett.

“If you go to a traditional vendor in commercial security, VoIP or even IT, they may try to interest you in products that are currently promoted,” says Brackett. “It might not end up being a fully operational solution to the business problem they are attempting to solve.”

“Some vendors may not comprehend the full integration potential and so are not able to go the extra mile to deliver advanced functional capabilities that are built into the system,” adds Brackett.

As an example, an access control system can be integrated with the HR database to coordinate changes in employee status such as termination, to automatically activate or deactivate an employee keycard. If that same employee has remote access to the security cameras, the network can disable the account immediately.

Managing Costs

Although technology integrators sound like a high-end service with a commensurate price tag, that is not the case. An integrated approach to IT with the best-of-breed solutions on the market delivers economies of efficiency and scale that are often passed on to the customer.

When engaging with a managed IT service provider, Brackett says it is also important that customers know what they are paying for with contracts that clearly spell out each installed product, feature, and support item or service they are purchasing.

Technology integrators should bear the cost of providing an initial assessment of their needs. The bid should itemize the costs for equipment and support. The vendor should anticipate future upgrade paths in order to provide transparency to future expenses. In this way, a customer knows their initial, ongoing and upgrade costs and can budget accordingly.

“Pricing transparency was a big factor in our telecom system purchase decision,” said Brett Stephen, Director of Information Systems at Heart Care Centers of Illinois, a 5-center network of cardiovascular clinics, who selected BTI as their telecom partner. “In 14 years of supporting our telecom needs, we have not once been surprised by pricing even as we have upgraded features and added reporting tools.”

Ongoing IT Management and Support

It is important to note also that the role of the technology integrator does not end once the system is installed. Proactive monitoring should be employed, so that the system actively oversees technology performance to identify anomalies even before a malfunction occurs. Problems are addressed proactively often without the customer even knowing about it. When site visits are required, the monitoring system dispatches an engineer without interrupting the customer.

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With a proactive model, far fewer healthcare IT resources are used. This minimizes the impact on daily operations and enables an IT department to focus on the core business rather than babysitting systems for lower level network needs.

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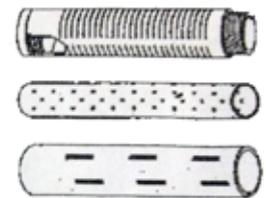
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