

## ***HOW DOES ONE***

### ***CHOOSE A CRANE SERVICE COMPANY WHEN IT BECOMES TIME TO PERFORM AN INSPECTION OR MAINTENANCE SERVICE ON YOUR OVERHEAD CRANES?***



Price always seems to be the main issue, but what does one get for the dollars quoted? We have all heard the old saying, “**You get what you pay for**”. In the overhead crane inspection and maintenance business, this statement is a reality. Common sense tells everyone you can’t pay a little and get more. What does this all mean to the crane owner? It means you should start asking questions and write up a scope of work to be performed. After all, you are the one spending the money.

#### **Questions to be asked:**

#1- What does the inspection price include? Does it include any repairs, adjustments, testing or supplies?

#2- What are the qualifications of the inspector or inspectors that will be performing the work?

#3- Can you provide company references? Anyone can provide a few. Ask for a dozen.

#4- Will you provide necessary lift equipment to access the undersides of cranes/hoists where critical components may not be accessible from the top?

#5- Does your inspection include following the manufacturer’s inspection requirements along with complying with the applicable regulations?

#6- Can you provide proof of insurance?

Just asking for a price to inspect cranes without understanding exactly what one is getting for their hard-earned money doesn’t make sense.

#### **Key questions you need to ask yourself before awarding a contract to the lowest bidder:**

#1- Can the low bidder actually complete the scope of work for the dollars quoted?

#2- If the price seems unrealistic, is there a reason or another motive?

#3- Will I have to watch over the lowest bidder to insure the required scope is completed?

If your equipment is critical to your operation and you expect a high level of reliability out of your equipment for years to come, then choosing a crane service company becomes a very important issue.

**Don’t Take a Chance... *Call Advanced!***



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