

HOW MAZZELLA HELPED ONE OF AMERICA'S LARGEST PRIVATE CONSTRUCTION FIRMS

CONSTRUCTION COMPANIES ARE UNDER CONSTANT PRESSURE TO REDUCE THEIR DOWNTIMES AND CARRY TOP-OF-THE-LINE EQUIPMENT—ALL WHILE STAYING UNDER BUDGET.

One of America's largest private construction companies reached out to Mazzella for help. For several years, they were having issues with the wire ropes for their tower cranes, and they could not diagnose the issue. With over 4,000 employees, 200 active projects, and operations in 17 states, the last thing they needed was their tower cranes to underperform.

down operations, requires frequent replacement, and puts added pressure on your workers to make up for lost time.

This construction firm was buying tower crane ropes from a major supplier, but they noticed the ropes were wearing out quickly and showing severe wear in some places. When confronted, the supplier said it was crane issues rather than a wire rope issue.

their Director of Crane Operations to discuss issues they were experiencing.

HOW MAZZELLA HELPED

After initial discussions, Mazzella brought in members from the National Accounts team, a branch of the company focused on helping high-volume, multi-site customers with their unique problems.

The Mazzella team made wire rope recommendations based on the crane models and supplied them with that rope. Since then, the company has reported no issues with their crane ropes.

Having the wrong crane rope can, in the worst-case scenario, cause bodily harm to your workers. It can also lead to damaged loads and bad performances, which slows

After reaching out to an account and regional sales manager, representatives from Mazzella traveled to the firm's corporate headquarters in Alabama and sat down with

"I have always found Mazzella to be extremely professional and extremely knowledgeable about their product offerings," said the company's Director of Crane Operations. "My





expectation of Mazzella has always been very high, just because of trusted friends in the industry making the recommendation, and I think you guys have fulfilled everything that we would expect you guys to do.”

HELPING BEYOND CRANE ROPES

After helping them with their tower crane ropes, Mazzella also helped them with other important lifting and rigging projects at their facilities. To help the ensure long-term success, Mazzella’s Below-the-Hook team worked with the firm’s crane department to design a modular load testing system with a spreader beam and test weight design for load testing their tower cranes when they are set up.

While this was a six-month process, the system is used daily to speed up their processes and remove unnecessary downtimes. Mazzella has also started a training program with them which covers wire rope inspections and tower crane operations.

Mazzella has also started a ready stock program with the firm, where Mazzella supplies their fleet with pre-cut crane ropes for their specific make and models of tower cranes.

THE CURRENT RELATIONSHIP

The relationship between Mazzella and this construction firm has grown strong over the years. Now, this company refers Mazzella to other notable construction companies with tower crane issues.

Installing and inspecting high-performance crane ropes is an intricate process and a sizeable investment. When a third party installs or inspects your crane ropes, it’s easy to assume you’re overpaying.

However, in the long run, you may be saving your company more money than you think. Plus, you don’t have to worry about damage being done to the ropes when they’re replaced and installed by an experienced third-party professional.

Mazzella also boasts one of the largest crane ropes inventories in the United States—all ready for same or next-day shipment from one of our many service centers. With industry-leading expertise, access to domestic and international brands, and 70 years of experience in the lifting and rigging industry, Mazzella is the ideal partner to improve your operations and help you on your next big project.

