

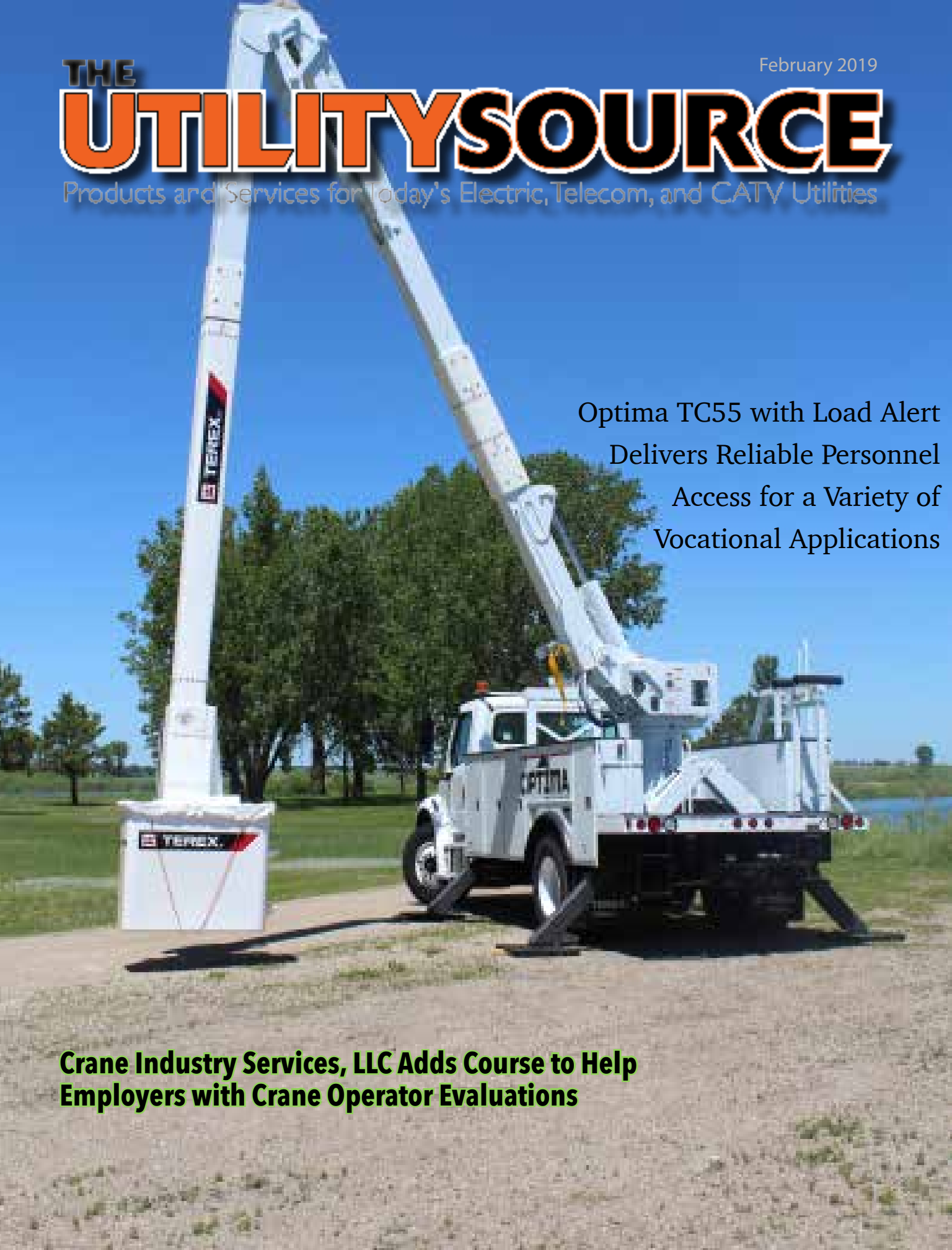
February 2019

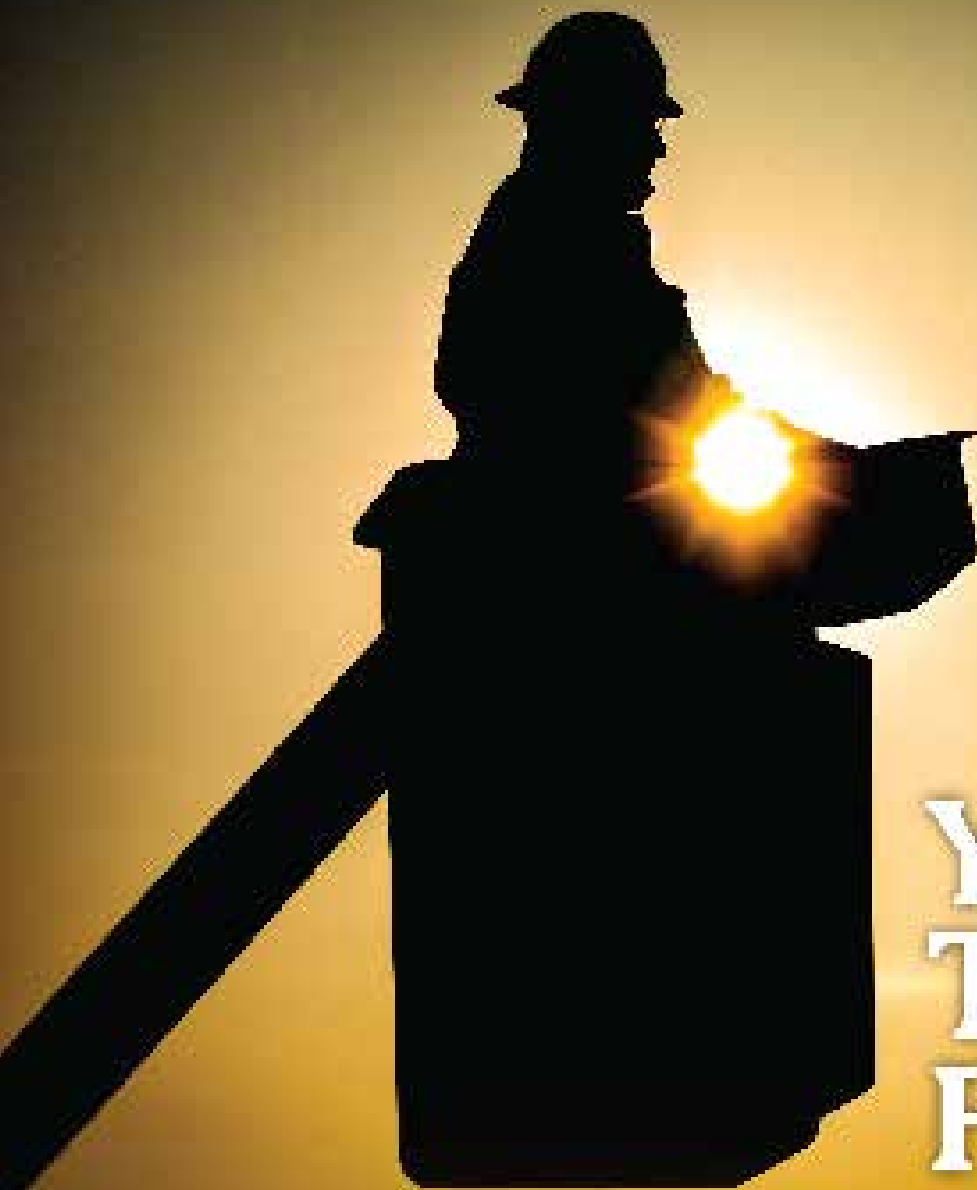
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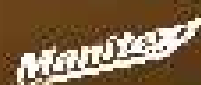
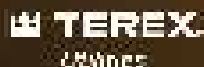




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**SENIOR ACCOUNT EXECUTIVE**

Hank Underwood  
205-624-2182  
hank@handfmedia.net

**EDITOR**

Brandon Greenhill  
brandon@tipsmag.net

**CREATIVE/ WEB DIRECTOR**

Jacklyn Greenhill  
jacklyn@handfmedia.net

**ADMINISTRATIVE DIRECTOR**

Steven Hobson  
steven@tipsmag.net

**CEO**  
Christy Hobson

**PRESIDENT**  
Glen Hobson



Executive and Advertising Offices

PO Box 1568  
Pelham, AL 35124  
phone: 205-441-5591 fax: 205-624-2185  
www.theutilitysource.net  
glen@handfmedia.net

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# Felling Trailers, Inc.'s Advanced Design IT-Series



Felling Trailers, Inc.'s Engineering Team has been working diligently on an advanced design for the IT-I Series model line. Officially released on January 1st, 2019 this refined design incorporates additional standard features, structural strength, and ease of operator use. The new IT-I design will be seen on Felling's 2020 model year IT-I tilt trailers.

#### Advanced Standard Specifications:

- Hitch area has been redesigned with a more user-friendly, integrated nose plate.
- Cylinder Lugs, the point where the cushion cylinders(s) attach to the crossmembers, the redesign incorporates additional structural integrity for cylinder crossmembers.
- Lighting – Dual stop, turn, tail-lights located on the rear of the fenders have been incorporated into the standard design, delivering ideal placement of the light system along with safeguarding it from damage when loading/unloading equipment.

- Tie Down Placement – D-rings that were once located on the topside rail behind the fender on the rear of the tilt deck are now located on the side of the of the trailer bed. This has been done so that the D-ring location is at the widest point of the deck providing operator's ease of use when securing equipment.
- Operator friendly tilt deck latch design.

#### Model Changes / Enhancements from previous design:

- FT-10IT-I and FT-12IT-I are built to the same spec (7k axles and 16" tires); however, the FT-10IT-I does not have reflective tape and has a GVWR rating of 9,980lbs.
- FT-14IT-I now has 215/75R17.5" tires on plate wheels standard.
- New design FT-14IT-I has an 8" I-beam frame compared to the 6" I-beam on the previous model design.

For more information, visit [www.felling.com](http://www.felling.com) or call 1.800.245.2809.

#### About Felling Trailers, Inc.

Felling Trailers is a family owned and operated Full Line Trailer Manufacturer located in Central Minnesota. Started in 1974, Felling Trailers, Inc. has grown from a small shop to a factory and office complex that today covers over 260,000 square feet. Felling's pride and differentiation is its customized trailer division. Its engineers utilize the latest Industry-leading design techniques, and its experienced metal craftsmen use cutting-edge technology to turn its customers' conceptual trailer needs into a tangible product. Felling has been providing innovative trailer solutions to the transportation industry for over 40 years. Felling Trailers' current capabilities allow them to provide a high-quality product that is distributed across North America and internationally. Felling Trailers, Inc. is an ISO 9001:2015 Certified Company.

For more information, contact 1.800.245.2809, [sales@felling.com](mailto:sales@felling.com) or visit them on the web at [www.felling.com](http://www.felling.com). You can also follow them on Twitter (@FellingTrailers), Facebook (Felling Trailers, Inc.), and Pinterest.

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# Avoid Non Compliant Payroll Errors - Avoid Stiff Fines - Jail Time

By John Tryhler

Change is consistent in the construction industry.

Payroll changes happen almost hourly on many construction sites because working conditions change.

An employee may be asked to work in his secondary classification because the site is short of a key employee due to weather, family emergency, sudden illness, or a key piece of equipment breaks down.

The payroll system must be malleable to cope with a wide variety of reporting differences.

Daily payroll changes for 10's or hundreds of workers is a daunting task.

A payroll change concerns the worker, their supervisor, an admin and a payroll administrator. Ultimately, the construction company ownership can feel the painful result of a payroll error.

That "innocent" payroll error is usually an illegal compliance issue.

The Davis - Bacon Act of 1931 has 30+ compliance issues that must be adhered to for every check of every employee.

Non-compliance can lead to a hefty fine or jail time.

What can the payroll administrator of a construction company do to easily handle daily changes in payroll?

The Compliant Client system by eMars interface captures the "dailies" from a construction site, then submits those changes directly into our certified payrolls. Compliant Client then matches the hours, electronically, submitted on the certified payroll to the actual hours on the construction site. This process replaces the manual task of making

sure the certified payroll hours equal the manually collected hours recorded by the foreman.

Human error is eliminated.

The foreman can concentrate efforts on the primary tasks, not payroll issues.

This process is referred to as: On Site Employee Verification.

"Time is money" is the old adage that you've probably said or heard hundreds of times in your life.

It's true.

Spending time in non-income areas of your business is like throwing money in the trash.

But, if you're the CFO or the payroll accountant, you have to pay strict attention to your payroll, every week of the year. Using time to make sure every employee gets the correct pay is critically important.

Time well spent, right?

Is your organization spending three to 10 hours or more every week making sure that the payroll is correct and compliant? Could that time and energy be better spent in other areas of your business?

But, you have to focus your time on the weekly payroll. Right?

Is there a possible alternative to spending hour upon hour making all of your checks compliant and entering "correct" numbers and information into your payroll database? Yes.

Compliant Client by eMars makes running your payroll an eight-minute, worry-free task. eMars and Compliant Client take care of all the compliance issues, guidelines and mandates of the

Davis-Bacon and Related Acts and many state variations.

The Davis-Bacon Act, passed by congress in 1931, requires private contractors to pay "prevailing wages" to employees on all federally funded construction projects valued more than \$2,000. Stiff fines, debarment and jail time can result if payroll checks are not in compliance with this act. There are 30 compliance regulations that must be adhered to for every check. Thirty issues for each check.

So, if you have 100 employees, that's 3,000 possible errors every week. If you have 500 employees, that's 15,000 possible errors that must not happen. The time involved to keep watch over 30 compliance issues for 100 employees is staggering. Does your organization have time to personally watch over every check and every compliance issue?

The downsides to not investing the time on this issue are:

- Angry employees
- Large fines
- Jail time
- Going out of business

Out-of-compliance payroll difficulties don't go away by saying, "I'm sorry, I didn't know and we'll fix this problem real soon."

How many checks does your organization handle every week? Can you catch every error, every week? Doing payroll by hand every week is time consuming, costly and risky.

Many of these financial executives do not protect their company and its top executives from submitting erroneous non-compliant, illegal payrolls. Based on a study of 100,000 payrolls, at least



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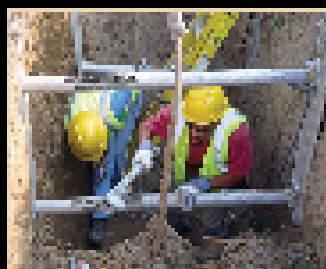
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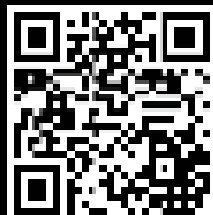


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20 percent of construction company payrolls will contain one or more errors, when audits of these payrolls rely on human review. Here's how to reduce your compliance risk and reduce time managing your weekly payroll by 80 percent.

#### Worry Free, Time Savings

The Compliant Client system by eMars is your answer for worry-free, time-saving compliant payroll. The system is easy to install and use. It provides immediate, concurrent, real-time visibility of all payroll records of the sub, prime, plus – the owner agency. All screens are printable. Every submitted payroll is audited, online and in real time, against the wage determination and all 30 causes that are in support of Davis-Bacon and Related Acts. The results of these comparisons to the provisions set forth in the act are immediately reported, allowing corrections to be made promptly.

A typical payroll is prepared in less than eight minutes. Compliant Client requires a PC and less than 30 minutes

of training. Complete implementation takes less than one day after loading the wage determination. Compared to paper-and-pencil preparation, the eMars system represents an 80 percent productivity improvement, plus instant recognition of payroll errors that prompt the user how to solve the problems and guarantee compliance.

The system was designed with considerable input from the Department of Labor, agencies and contractors. Compliant Client's more than 15,000 clients have not had any random Department of Labor audits for the past three years. The Department of Labor's Chief of Compliance stated, "your system already has completed the first level of an audit." Compliant Client also encrypts at-rest data, giving another layer of security for this sensitive data, disallowing use of the information.

What happens to typical at-rest data in most computers? For many organizations, private at-rest data is only protected by the user name and code that is used to get into the computer. "The primary purpose of encryption is

to protect the confidentiality of digital data stored on computer systems or transmitted via the internet or other computer networks," says Rick Paul of ITS Risk Paul, an IT consultancy. "Modern encryption algorithms play a vital role in the security assurance of IT systems and communications."

Paul notes encryption algorithms can provide confidentiality, as well as the following key elements of security:

- = Authentication - the origin of a message can be verified.
- = Integrity - proof that the contents of a message have not been changed since it was sent.
- = Non-repudiation - the sender of a message cannot deny sending the message.

Why would eMars, offering Compliant Client, protect its at-rest data? "Security and peace of mind for our clients is our major concern," says Woody Chamberlain, president of eMars Inc., which offers Compliant Client. From routine payroll reviews to the complicated tracking of certified apprentices and calculation of restitution, the Compliant Client ensures at-rest payroll data is encrypted, remains error-free and follows Davis-Bacon.

"eMars encrypts sensitive at-rest data," Chamberlain adds. "We handle, save and encrypt hundreds of thousands of bits of information for our clients. Their workers' privacy and sanctity cannot be compromised." Chamberlain formerly was in high-level administration for a select group of top organizations across the United States.

Perhaps some financial executives are unaware of the amazing Compliant Client system by eMars. "Ignorantia legis neminem excusat" is the famous Latin phrase, translated to English meaning "ignorance of law excuses no one."

Please contact eMars at 480-595-0466 for a no-obligation discovery phone call, or by email at Woody.Chamberlain@Emarsinc.com. You may also visit Emarsinc.com.

See the eMars video:  
[https://youtu.be/rWlqqrYH\\_8](https://youtu.be/rWlqqrYH_8)

## COMPANY SPOTLIGHT

HELPING CONSTRUCTION COMPANIES STAY DAVIS-BACON COMPLIANT



### eMARS INC

Profile: eMars / Compliant Client is an easy to use web based software that makes it easy for construction companies' payroll to be compliant with the Davis - Bacon Act of 1931.

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# Improving on the Original Westinghouse Iso-Phase Bus Design

---



Not only does the Westinghouse design live on, but iterative improvements to insulators, mountings and housings make this IPB design even more rugged and reliable

Isolated-phase bus (IPB) systems are the critical first link in the power transmission chain. As a highly reliable method of construction for moving bulk electrical power,

Iso Phase Bus Duct systems are the super highways that carry a power plant's very large amperage between the generator's output bushings and its associated main step-up (GSU) transformer. IPBs are typically rated from 6,000 to 45,000 amps with lower amperage tap connections to excitation and auxiliary transformers as may be needed.

Given its critical role, IPBs must provide a very high degree of rugged reliability and fault avoidance to keep power generation facilities operational without outages, downtime or severe equipment damage. Failure is simply not an option.

By its very definition, IPBs are designed to provide protection from faults by carrying each phase of current on a conductor mounted within its own separately enclosed, grounded metal housing. The conductors are usually hollow aluminum tubes supported within the housing on, hung or between stand-off insulators. Due to the heat generated, the housings may be self-cooled or force-cooled so that the IPB always operates within the maximum allowable top temperature as specified by IEEE/ANSI.

For decades, IPBs have been based on original designs from the major OEMs such as General Electric (GE) and Westinghouse that dominated the marketplace. Despite the exit of both GE and Westinghouse from the IPB market, some of the original designs live on through direct successor companies.

One such successor company is Crown Electric Eng. & Mfg. LLC of Middletown Ohio.

Originally founded by the former Westinghouse plant General Manager and Materiel Manager, Crown Electric engineers, designs, fabricates, installs, maintains, repairs and uprates Iso Phase Bus and large bus duct systems.

After purchasing ownership from Crown Electric's founding generation, the current owners of Crown invested heavily to build and equip the newest most modernized IPB factory in North America in Middletown, Ohio – just a short drive from the old Westinghouse location.

As a successor of the Westinghouse heritage - Crown Electric has continued to improve on the original Westinghouse design with refine-

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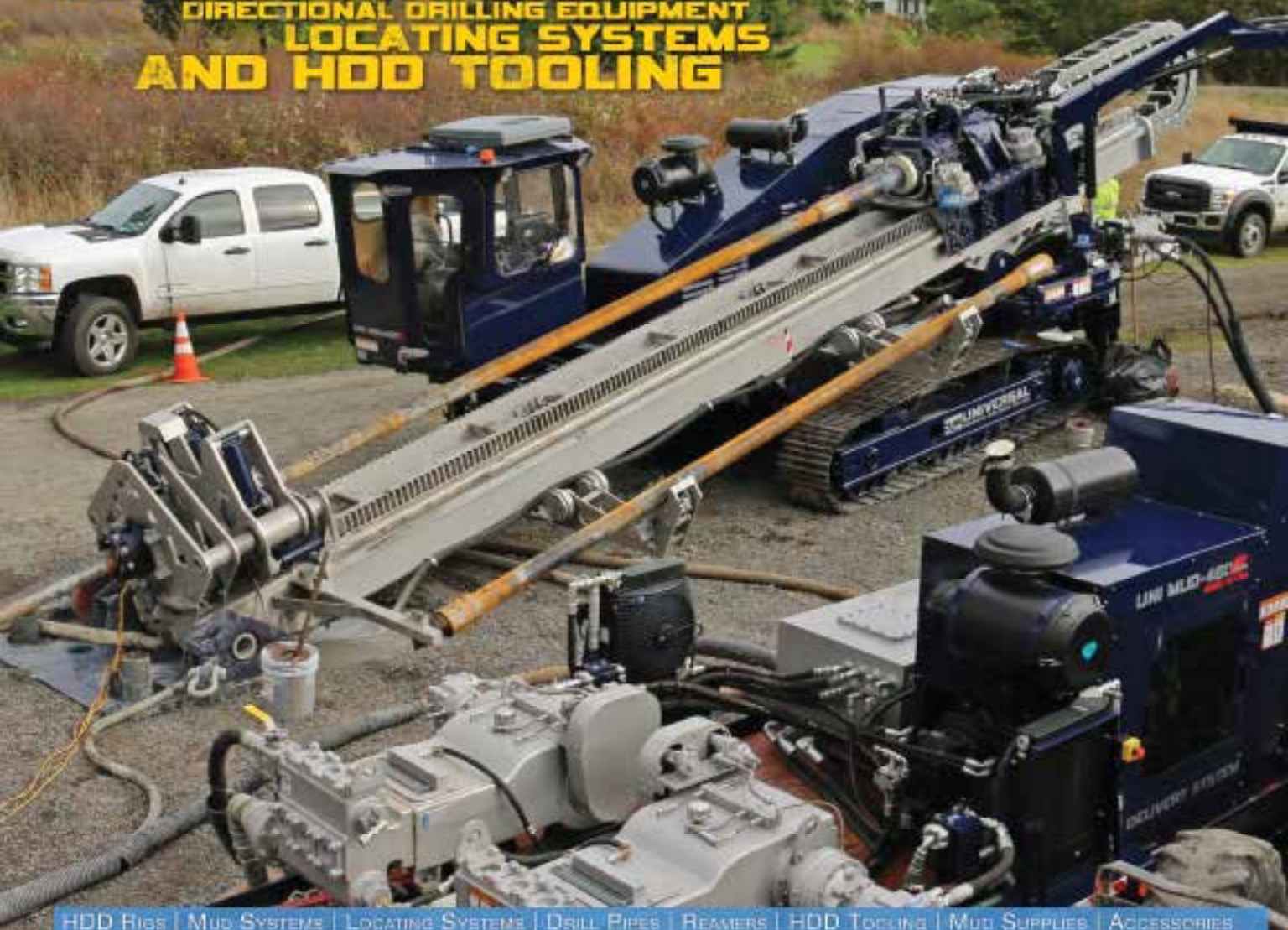
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ments to IPB insulators, insulator mountings and to the continuous housing assembly – among others. These iterative improvements continue to strengthen the well-known and respected reputation for rugged reliability of the Westinghouse-based IPB design.

### Unique Insulators and Insulator Mounting Systems

Among the design features that are critical to IPB's are the support insulators that hold the heavy-gauge, high amperage conductors in place. These electrical stand-offs must withstand high temperatures, worse case mechanical fault forces and electrical stresses regardless of the IPB's operating conditions and environment. Salt, moisture, coal dust and ambient particulate can all be present and potentially accumulate within the housing.

In the IPB design from Crown Electric, high strength, high creep porcelain insulators are used to provide better resistance against tracking to ground. The insulators also have carefully chosen dew point ratings so as to eliminate potential failures associated with environmental moisture and condensation. This totally passive "belt and suspenders" approach ensures this modern version of the Westinghouse design never loses its nameplate rating.

Unlike designs requiring the introduction of auxiliary forced pressurization to control condensation, this approach negates the needs for costly space heaters and pressurization systems that are mandatory for others.

If IPB conductors could magically be suspended in the center of the housings, voltage withstand would never be an issue. But until that time comes, stand-off insulators are required to center and support the IPB conductors.

Because each IPB support insulator is ultimately a potential point

of tracking, each additional insulator also statistically increases the potential points of creepage paths to ground (due to dirt or a crack) and failure. In other words, the fewer the number of insulators, the higher the reliability. By maximizing insulator strength to control both static and fault forces, the required number of points for mounting and points of possible tracking are minimized.

In this regard, Crown Electric's Insul-Mount™ support design results in the fewest required insulators per linear span. Each stand-off insulator is mounted within a welded aluminum casting (known as a "window"). This "window" design provides superior ease of insulator access, facilitates cleaning of the insulators in place without the need for removal, as well as visual inspection of the mounting hardware and the local internal IPB conductor.

Most other IPB designs require the opening of an insulator's mounting / cover plate and the complete removal of that insulator before it can be inspected and cleaned. This is a tedious and time-consuming process which also increases the possibility of the insulator being dropped or in other ways damaged when removed. Additionally, re-installing of the stand-off insulator covers and their mating gaskets can lead to re-sealing issues with an associated continuous leakage of air.

### Continuous Housings

Continuous housings are fabricated from lightweight aluminum sheets rolled and then seam welded to the appropriate diameter for each rating. Cylindrical sections are butt joined by various perimeter welding techniques to maximum strength and conductivity, creating an effective weather tight enclosure that protects conductors and support insulators from the surrounding environmental conditions. These lightweight IPB sections are specifically engineered to be shipped in the greatest practical lengths with fewer joints to field weld.

Unlike older non-continuous designs, continuous IPB has more inherent rigidity and structural strength, creating a self-supporting framework. Simple hangers or mounting feet (aka – "saddles") can easily carry the weight of long IPB spans.

With a continuous IPB design, the enclosure acts as its own ground plane, eliminating the need for a separate ground bus. The enclosure is at ground potential over its entire length so a single connection to the station ground can usually provide complete grounding.

A continuous housing design eliminates the electrically isolated sections associated with older non-continuous designs. As there is no voltage potential between enclosure sections, failures due to inter-sectional arcing is eliminated.

The continuous house design also inherently neutralizes its own conductor flux; thereby shielding nearby support steel and control wiring from the severe magnetic effects of stray loss heating and unintended control signal impingement.

With power generation facilities so dependent on reliable IPB systems, plant engineers and maintenance managers have a responsibility to ensure serious faults will not occur that can harm personnel or connected capital equipment. By taking advantage of significant Crown Electric design improvements that build on the already reliable, well established Westinghouse foundations, Iso Phase Bus duct has never been more rugged or reliable.

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## Optima TC55 with Load Alert Delivers Reliable Personnel Access for a Variety of Vocational Applications

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Terex Utilities will display the Optima TC55 aerial device featuring the Terex® Load Alert™ system at The Work Truck Show, March 5-8, in Indianapolis, Ind.

“The Optima series ‘optimizes’ weight and payload with enhanced features of ground access, greater side reach, lower travel height, increased boom speed and responsiveness and improved maintenance access,” said Joe Caywood, Director of Marketing.

Optima TC55 is a 55-ft non-overcenter aerial with up to 42.8 ft of side reach. That’s three feet longer than the legacy model which helps with truck positioning at the jobsite. Increased boom speeds and responsiveness also help to increase productivity on the job. Additionally, the platform can be lowered near the ground, making it easier for operators to access and handle tools and equipment passed from the ground crew.

“Fleet managers regularly request reliable equipment with maximum uptime. To that end, Terex reduced and simplified maintenance on the Optima TC55,” continued Caywood. A new pedestal design allows for easier access for torquing lower rotation bearing bolts. O-ring face seals allow for improved hydraulic connections and are used on hoses and fittings above rotation.

Additionally the optional feature of Load Alert will be shown on the aerial device. “Load Alert is an innovation first brought to the market by Terex,” said Caywood. Load Alert monitors and analyzes the truck’s jib and basket capacity and provides visible and audible alarms when an overload has been detected to aid users to support their safe work practices.

See Optima aerial devices at the 2019 Work Truck Show at Booth #5359 or visit [www.terex.com/utilities](http://www.terex.com/utilities) for more information.

### About Terex

Terex Corporation is a global manufacturer of lifting and material processing products and services delivering lifecycle solutions that maximize customer return on investment. Major Terex brands include Terex, Genie, Powerscreen and Demag. Terex solutions serve a broad range of industries, including construction, infrastructure, manufacturing, shipping, transportation, refining, energy, utilities, quarrying and mining. Terex offers financial products and services to assist in the acquisition of Terex equipment through Terex Financial Services. More information about Terex is available on its website: [www.Terex.com](http://www.Terex.com), and on its LinkedIn page -- [www.linkedin.com/company/terex](http://www.linkedin.com/company/terex) and Facebook page -- [www.facebook.com/TerexCorporation](http://www.facebook.com/TerexCorporation).



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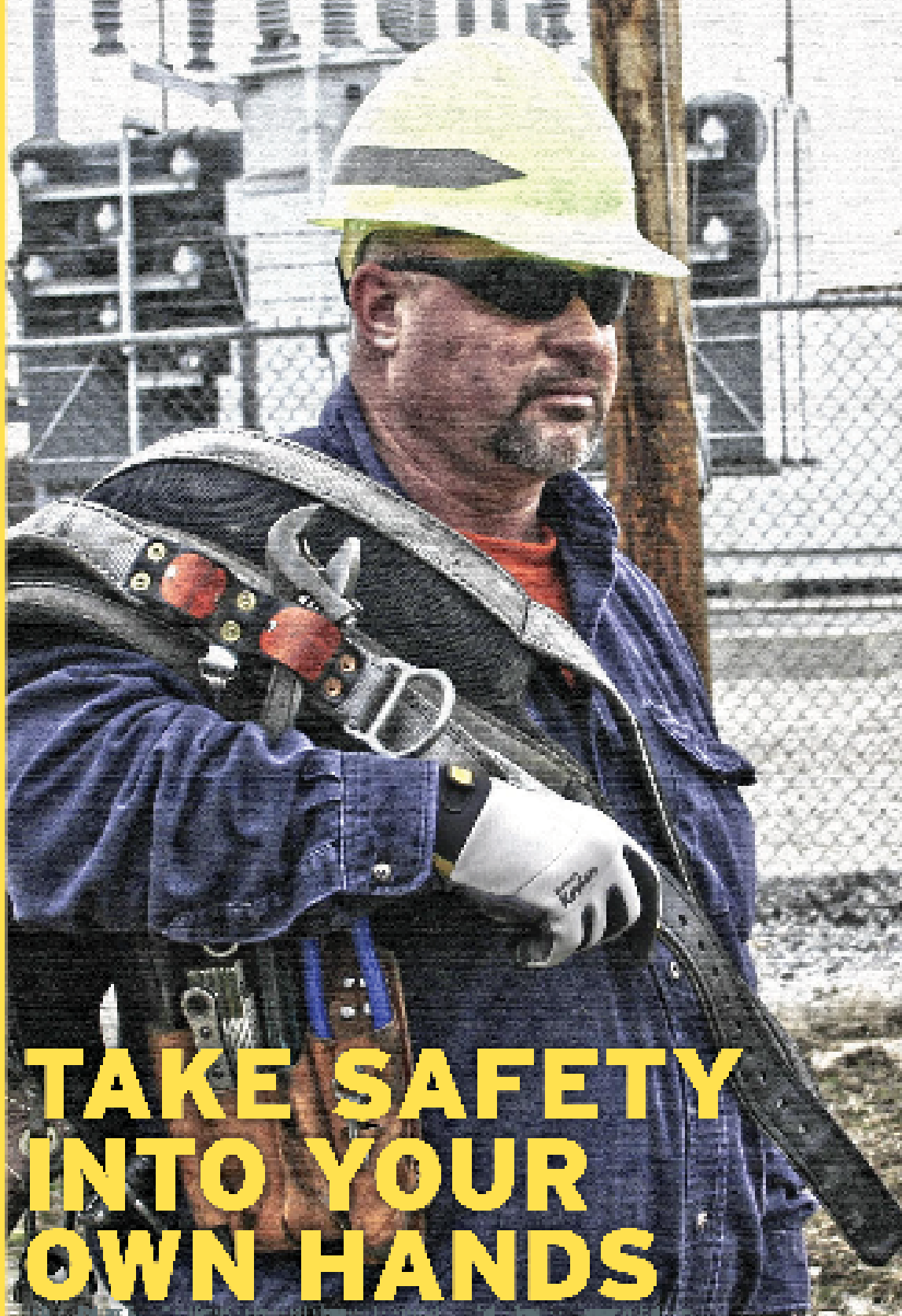
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# Klein Tools® Increases All-Day Cutting and Crimping Capabilities for Line Crews

Klein Tools, for professionals since 1857, introduces the Padded Leather Quick-Release Belts and 4-Amp Hour Battery-Operated Tools, augmenting line workers' everyday cutting and crimping capabilities. Klein's Padded Leather Belts combine comfort and safety with extra cushion for all-day use. Several models from Klein's battery-operated tool product line now feature 4-amp hour DeWALT® lithium-ion batteries, helping line crews get the job done with greater efficiency.

Padded Leather Quick-Release Belts (Cat. Nos. 5426M, 5426L, 5426XL)

- Durable leather belt and pad combine comfort and safety for all-day use
- Quick-release buckle allows user to immediately disengage the belt if needed
- Leather belt pad provides a comfortable cushion for additional back support
- One-way release snaps secure the pad in place
- Made in the United States with global components and heavy-duty leather for a longer tool life
- Multiple sizes available to accommodate varying waist sizes

o Fits 34-inch to 38-inch (863 to 965 mm) waists (Cat. No. 5426M)

o Fits 38-inch to 46-inch (965 to 1168 mm) waists (Cat. No. 5426L)

o Fits 46-inch to 54-inch (1168 to 1371 mm) waists (Cat. No. 5426XL)

- NOT an occupational protective belt 4-Amp Hour Battery-Operated Tools (Items vary)
- Several models of Kleins battery-operated tools are now available with 4-amp hour DeWALT lithium-ion batteries
- Gear-Driven Cable Cutters: Two ACSR cutters in open (Cat. No. BAT20G24H) and closed jaw styles (Cat. No. BAT20G14H) or a Closed Jaw CU/AL Cutter (Cat. No. BAT20G104H)

- 7-Ton Combination Cable Cutter/Crimper: Most of these models now available with 4-amp hour batteries. Seven tons of hydraulic force crimp a larger capacity faster than similar models on the market (Multiple variations available)
- DeWALT is a registered trademark of the Black & Decker corporation

"While line crews worldwide work to keep the electricity running in our communities, Klein's team of innovators works to provide the power needed to get the job done right," says Kozeta Topchian, product manager at Klein Tools. "Newly introduced products, including the Padded Leather Quick-Release Belts and 4-Amp Hour Battery-Operated Tools, were designed for all-day use, helping line workers increase efficiency.

Together, this product extension offers convenient and safe solutions for every day jobsite challenges."

For more information, visit [www.kleintools.com/new-products](http://www.kleintools.com/new-products) or search for #NewKleins on social media.

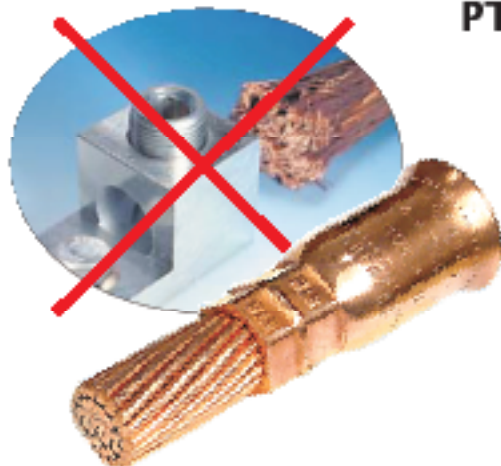
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- Insulating covers are provided



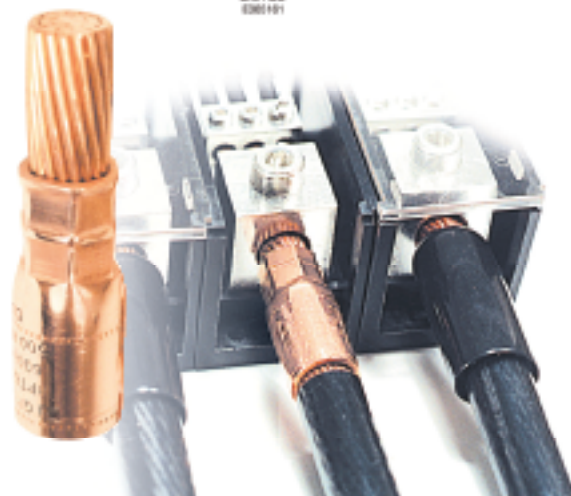
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- Fits into mechanical set-screw type connectors in panels, transformers and machinery
- Fabricated of wrought copper barrel with pin of Class B copper conductor
- Insulating covers provided



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## Crane Industry Services, LLC Adds Course to Help Employers with Crane Operator Evaluations



*"Three men qualified on two machines each," reported John Brown, CIS Instructor, Mentor & Examiner, who conducted crane operator evaluations on a cold day in February.*

Crane Industry Services, LLC (CIS), Carrollton, Ga., now offers training for employers who need to qualify individuals to do crane operator evaluations, according to new OSHA requirements. In addition, CIS staff can provide third-party crane operator evaluations to assist companies who need extra help getting these done.

During the first 60 days of enforcement (until April 15, 2019), OSHA will evaluate good faith efforts taken by employers in their attempt to meet the new documentation requirements for operators of cranes used in construction.

"Crane operator certification is now the benchmark and employer evaluation of operator qualification is an ongoing process. We're fielding a lot of questions from unions and employers about the confusion around the new OSHA language. While OSHA allows for crane operator certification to be by crane type, or crane type and capacity, the employer, or the employer's representative, must evaluate each operator's qualifications on



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each crane he or she operates. If multiple cranes are used and the machines are the same make, model number and are configured alike, one qualification evaluation will suffice. However, if the employer has multiple cranes made by different manufacturers, the employer must qualify each operator on every different machine the operator runs," explains Cliff Dickinson, President of CIS.

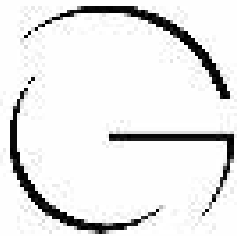
"The evaluation process requires initial planning to determine how many different machines are in a given fleet, how many of them are the same make, model, configuration and whether they are used for the same type of work," adds Dickinson.

A one-day Crane Site Safety class offered by CIS may now also include two additional days on-site devoted to instruction on how to evaluate an operator. On the second day of evaluation instruction, potential evaluators are observed performing the actual process.

The course reviews the OSHA documentation requirements, and includes a checklist that evaluators can apply to different crane types and configurations that are commonly used in the employer's fleet. The course also provides guidance for evaluators to determine if an operator is qualified to run the machine. "There is a heavy focus in the class on new OSHA language for operators to be able to 'recognize and avert risk,'" says Dickinson.

### Online record-keeping

OSHA requires that operator evaluations be available on the jobsite, however, Dickinson says, "It does employers no good to lock the information away in a filing cabinet or save it to an electronic file without making the information searchable and dynamic." Working with iReportSource Inc., Crane Industry Services, LLC (CIS) has customized an online reporting tool for crane users. iReportSource integrates all the pieces of project



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planning—resources and skills needed, schedules, and staffing capabilities—into a daily report. Crane operator evaluations are just one more piece of data that can be added to the overall big picture.

By inputting crane operator evaluations into iReportSource, managers can know what their workforce is able to do, in real time, from any location. It offers instant record-keeping, and is one of the most affordable and user-friendly programs on the market, believes Dickinson. From a computer or mobile device, the user can see identifiers tied to an employee ID number. Once the number is input, the system reports criteria for how to find that employee. The user can see all the different areas in which the operator has been trained and certified and his or her safety record. The crane operator evaluations can be done live on a mobile device and instantly become part of the system. “You can also input notes about a laborer’s productivity and whether he or she is working on time and on budget, and his or her role in the overall project,” says Dickinson.

## 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](http://www.centeredonsafety.com) or (770)-783-9292.

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