

Columbus McKinnon's company-owned group of crane builders design, engineer, manufacture, install, and service industrial crane systems and light rail systems such as overhead bridge, jib, patented track and gantry cranes. This group manufactures cranes with capacities up to 100 tons and includes crane builders: Abell-Howe, Larco, Washington

Industrial Cranes

Equipment, Gaffey and All Cranes, a division of Gaffey. Cranes are one of the most service-intensive products manufactured by

Columbus McKinnon, requiring at least an annual inspection under Occupational Safety and Health Administration (OSHA) rules and depending on use as frequently as once a month. In 2003, crane service operations for Columbus McKinnon's company-owned US crane builders were centralized in one division: Crane Equipment & Service, Inc. (CES). In addition to OSHA-mandated inspections, repair and preventive maintenance, CES installs and services cranes and sells replacement parts. With approximately 100 service technicians in 23 locations nationwide, CES is one of the largest crane service providers in the United States.

Brands:

CraneMart™, Abell-Howe, Gaffey, Larco, WECO

End-user Markets:

General manufacturing, marine, agricultural, construction, crane building, transportation, pulp and paper, primary metals production, steel processing, warehouse

Distribution:

Cranes are sold direct to end users.

Crane Product Line Performance Metrics

Metric	FYE 2003	FYE 2002
Sales	\$48.7 million	\$59.1 million
Percentage of total sales	11%	12%
Lean Manufacturing Rapid Improvement Events	4	12
Manufacturing facilities	4	5
Manufacturing square footage	284,700	326,700
Backlog	\$17.5 million	\$14.3 million

Crane Equipment & Service, Inc., a division of Columbus McKinnon, is one of the largest **Crane Service Providers** in the United States.

