

# SPANCO DEALER RESOURCE GUIDE

## THE SPANCO ADVANTAGE



**SPANCO**<sup>®</sup>  
Promise to Perform Industries, Inc.



# ABOUT SPANCO

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- Spanco has been providing high-quality cost-effective material handling solutions for more than four decades. We have the experience, know-how, and resources to meet a variety of industry needs, and we are committed to providing the best customer service in the market.

**We also have Rigid Lifelines  
Fall Protection Solutions!**





# OUR PROMISE TO PERFORM

## WE EARN YOUR TRUST BY:

- Producing durable products that perform on the job, exactly as promised.
- Responding to inquiries and requests faster—and with a greater sense of urgency—than anyone else in the industry.
- Embracing your challenges and building solutions to resolve even the most complex problems.
- Meeting delivery dates, providing support after the sale, and doing exactly what we said we would do.
- Being loyal and committed to your success.

Our goal is to be the best possible partner to you and your company. As a Spanco partner, you have a wide variety of tools at your disposal to help you be an effective, fast, and reliable supplier to your customers.

# WHAT MAKES SPANCO DIFFERENT?

## GANTRY CRANES

- Trackless motorized gantries
- All gantries can be moved under load, both fixed and adjustable heights
- Certain models offer capacities up to 15 tons

## WORKSTATION CRANES

- 40' bridge lengths
- 40' runway support centers
- Capacities from 250 to 4,000 pounds
- Low profile steel track

## JIB CRANES

- Certain models offer capacities up to 15 tons
- Retrofit jib drive can be added to existing Spanco cranes
- Maximize space utilization
- Foundationless jib cranes offer capacities up to one ton

## COMPANY

- 10-year product warranty
- ISO manufacturer
- All welders are AWS certified
- We follow CMAA, ANSI, OSHA, and MMA guidelines and standards

# SPANCO DEALER BENEFITS

- Industry-experienced sales force
- Dealer-focused sales approach
- Experienced in-house Engineering department and P.E. on staff
- All standard crane configurations are fully IBC compliant for any seismic regions in the continental United States
- East and West Coast manufacturing facilities offer competitive lead times
- Yearly in-person dealer trainings, as well as an online training portal
- And more!

# SPANCO SYSTEMS

Spanco offers a line of motorized hoists and thousands of pre-engineered gantry, jib, and workstation bridge crane systems, including one of the largest collections of portable, adjustable, track mounted, and motorized gantries in the United States.



**A-Series Aluminum Gantry**



**A-Series Gantry**



**Aluminum Tripod**



**E-Series Gantry**



**PF-Series Gantry**



**Single Leg Gantry**



**T-Series Gantry**



**Wide Flange Gantry**



**Freestanding Jib - 100-Series**



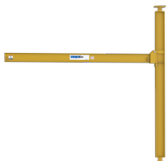
**101-Series Jib**



**102-Series Jib**



**200-Series Jib**



**201-Series Jib**



**300-Series Jib**



**301-Series Jib**



**302-Series Jib**



**Bridge-Mounted  
400-Series Jib**



**401-Series Jib**



**402-Series Jib**



**Portable Base 402-Series  
Jib**



**500-Series Jib**



**501-Series Jib**



**600-Series Jib**



**605-Series Jib**



**Aluminum  
Monorail**



**Aluminum Ceiling-  
Mounted Workstation  
Bridge**



**Ceiling-Mounted  
Workstation Bridge Crane**



**Ceiling-Mounted  
Workstation With  
Telescoping Bridge**



**Freestanding Headerless  
Workstation Bridge**



**Freestanding  
Workstation Bridge**



**Headerless Monorail**



**Freestanding Monorail**



**Monorail Trussed Track  
with Drop-Rod Hangers**

**All of our standard systems can be fully customized to meet the needs of your specific application!**

# SPANCO 360 PROGRAM

The SPANCO360 Dealer Program is a three-tier distribution model, in which we categorize our dealers based on sales, loyalty, technical capabilities, and engagement with Spanco's three product categories: jib cranes, gantry cranes, and workstation bridge cranes. This criteria allows us to identify and reward dealers with special discounts, services, and the tools most appropriate to you.

## TIER LEVELS AND DISCOUNTS:

**PARTNER**  
**35% DISCOUNT**

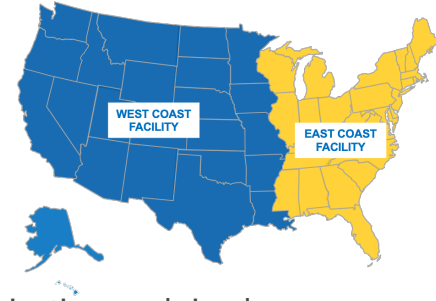
**QUALIFIED**  
**30% DISCOUNT**

**AUTHORIZED**  
**25% DISCOUNT**

## BENEFITS:

- Better discounts
- Priority response on quotes
- Co-op marketing programs
- Factory and on-site training
- Sales leads
- And more!





# BI-COASTAL MANUFACTURING

Spanco's two facilities in Pennsylvania and Nevada have brought us enormous benefits and are part of how we create the best customer experience for our end users and dealers through convenience, customization, and simple peace of mind. If you're weighing a one-facility, centralized plan against a more decentralized, multi-facility one, take a look at the following reasons we've benefited from calling more than one location home.



**REDUCED SHIPPING TIMES**

**DECREASED SHIPPING COST**



**NO SNOW OR ICE DELAYS**

**LESS DAMAGE INCURRED IN TRANSIT**



# LIFT LAB

Spanco's Online Quoting Configurator

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Looking for a quick and easy way to  
generate a quote?

Lift-Lab is the answer!

To access Lift-Lab,  
visit [liftlab.spanco.com](http://liftlab.spanco.com)

# BENEFITS OF LIFT-LAB:

## **24-HOUR ACCESS - ANYWHERE ANYTIME**

Lift-Lab provides a simple and streamlined quoting process for our dealers! Lift-Lab is available to you 24/7 from any desktop or mobile device. You can provide quotes for Spanco Workstation, Jib, and Gantry Cranes, as well as Monorail systems and Tripods in your office or onsite with a customer.

## **PROFESSIONAL QUOTES AND DRAWINGS**

Instantly generate a professional quote with a preliminary system drawing and lead time. With Spanco's Lift-Lab online configurator, you have the capability to customize system dimensions to your particular requirements on most Spanco products.

## **INFORMATION RELEVANT TO YOU**

Lift-Lab enables you to access your personal quote history, review invoices, see past orders, and check your account information.

## **ACCESS PAST QUOTES AND DRAWINGS ANYTIME**

With Lift-Lab, you have access to all previously generated quotes and drawings anytime. All quotes and drawings are stored indefinitely on the cloud, so you never need to worry about saving files outside of the system.



At Spanco, we are proud of our ability to custom engineer material handling systems for unique applications. **However, we also offer thousands of pre-engineered systems for nearly any job.** All of our pre-engineered systems have been designed, tested, and certified to meet all of the OSHA, ANSI, and other standards we use to design our cranes. When you order one of these designs, the system doesn't need to be designed from scratch, meaning they also don't require the testing and analysis needed for custom systems.

## What Fast-Track Is

Fast-Track is the **expedited order fulfillment service** offered by Spanco. This service is designed to get our products to you as fast as possible using the many pre-designed systems included in our standard offerings.

We pull up the existing designs ready for production and send your order to our fabrication shop, where **work can start right away.** This expedited process means we can complete your order faster, which means we can ship it faster. The Fast-Track standard offerings include select models of Spanco Gantry Cranes and Workstation Bridge Cranes with lead times of five business days. To provide the fastest service, Spanco will arrange the freight for you with the ship-to address specified at the time of the order.

With Fast-Track, you can **receive your final product much more quickly than with custom Spanco systems.** If you have a strict timeline, Fast-Track can help you make your deadline.

*All Fast-Track lead times  
are 5 business days*

## How to Order

1

To generate a quote, go to the [Fast-Track webpage](#) on Lift-Lab and select your system.

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2

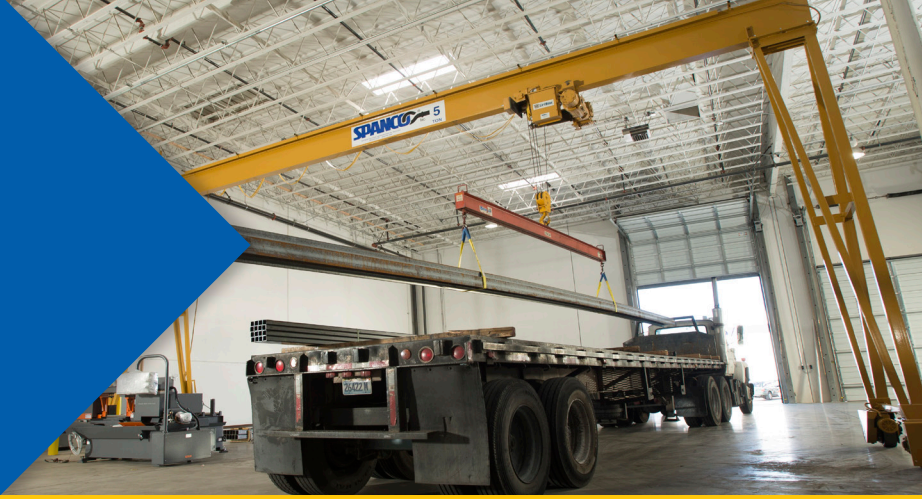
Email your Fast-Track quote and PO including the ship-to address to [fast-track@spanco.com](mailto:fast-track@spanco.com).

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3

Orders received before **2:00 PM EST** will be released to the Pennsylvania and Nevada factories the same business day.  
Orders received after **2:00 PM EST** will be released the following business day.





Getting shipping quotes to your customers is faster and easier with Spanco's Zip-Ship Freight Estimator!

Zip-Ship is Spanco's automatic Freight Estimator service available through Lift-Lab. Immediately after generating a quote in Lift-Lab, you can use the Freight Estimator to generate a shipping cost estimate in seconds.

The Zip-Ship Freight Estimator makes it **easier and faster** to get complete, accurate costs for your Spanco system. In addition to the freight estimate, Zip-Ship also provides bundle information with weights and dimensions.

Please submit your Zip-Ship freight estimate with your order to ensure timely and accurate processing. The Zip-Ship Freight Estimator service accelerates the quotation process and allows our dealers to better estimate the freight costs.

*LTL rates are valid for 14 calendar days, and Flatbed rates are valid for 10 calendar days.*

# How to Get a Freight Quote

1

Select your system and generate a quote on Lift-Lab.

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2

Select the Freight Estimator Icon to compare shipping costs based off of the destination zip-code on your quote.

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3

Once the Freight Estimator finds you the best rate from one of Spanco's approved freight carriers, place your order!



# SYSTEM SELECTOR

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Enter some basic information about your application and see which one of our cranes best fits your needs.

The **System Selector** was created to help take the guesswork out of selecting a material handling solution!

To access the Spanco System Selector, visit [Spanco.com/System-Selector](https://Spanco.com/System-Selector)



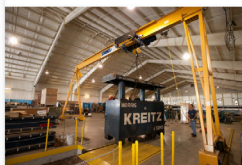
**FIND THE  
RIGHT SYSTEM  
FOR YOUR  
APPLICATION!**

## SYSTEM SELECTOR

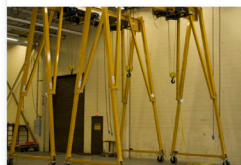
SYSTEM TYPE   TRAVEL METHOD   HEIGHT UNDER BEAM   CAPACITY   RESULTS

### RESULTS

These products are the best fit for your needs.



PF-SERIES GANTRY CRANES



T-SERIES GANTRY CRANES



◀ PREVIOUS

START OVER ▶

#### SYSTEM SUMMARY

Type: Mobile  
Travel Method: Manual Travel  
Height Under Beam: Yes  
Capacity Mobile Hub Yes: 5 10 Tons

Name \*

First Last

Email \*

Your Info \*

City State

Comments \*

GET A QUOTE

MacBook

**The System Selector is a great tool because it helps guide the conversation during the exploration stage when working with a customer who is unsure of which system they need.**

# SPANCO DEALER TRAINING OPTIONS



Spanco Academy™ dealer training classes are for our material handling equipment. Spanco Academy is a classroom and hands-on technical training course covering our three major product lines: jib, gantry, and workstation bridge cranes.

**The course consists of approximately 12 hours of training over one-and-a-half days followed by a certification test. Participants who pass the exam will receive a Certificate of Completion that indicates Spanco product competency.**

## **Our training course covers the following topics:**

- Overview of our product offering and our company
- Workstation Cranes – components, materials, terminology, specifications and service factors
- Installation of a small workstation crane
- Jib Cranes – types, uses, terminology, motorization, and retrofits
- Gantry Cranes – types, proper selection, materials, terminology, specifications, and motorization
- Lift-Lab online pricing configurator
- Selling features and benefits
- Factory tour (classes in Las Vegas, NV, and Morgantown, PA, only)
- Test



## Welcome to the Spanco Online Training Portal

At Spanco, Inc., we build long-term relationships with our customers. We do it by performing, creating great products, backing them with incredible service, and by being an honest, trustworthy partner everyday.

[Learn More](#)



## SPANCO SELF-PACED ONLINE DEALER TRAINING

Can't make the in-person training? Spanco has a growing catalog of self-paced, online training courses available for our dealers!

If you are interested in online training, check out the training page located on our website, where you can find all of the current available courses.

To sign up for Spanco Academy or Spanco Academy Online, visit [Spanco.com/training](https://spanco.com/training)!





## READY TO LEARN MORE?

Visit [Spanco.com](http://Spanco.com) for more information about Spanco Material Handling Systems or contact your local Spanco Regional Sales Manager.

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