



Crosby | **BLOKCAM**[®]



**Increasing safety,
with every lift**



Singapore
Branch



WSH Conference: Elevating Safety and Efficiency of Crane Operations using Advanced Camera Technology

August 2024 - Stuart Glennie

Speaker and Agenda:

Speaker:

Stuart Glennie

Managing Director – Lifting Hardware

Kito Crosby – Asia Pacific



Agenda:

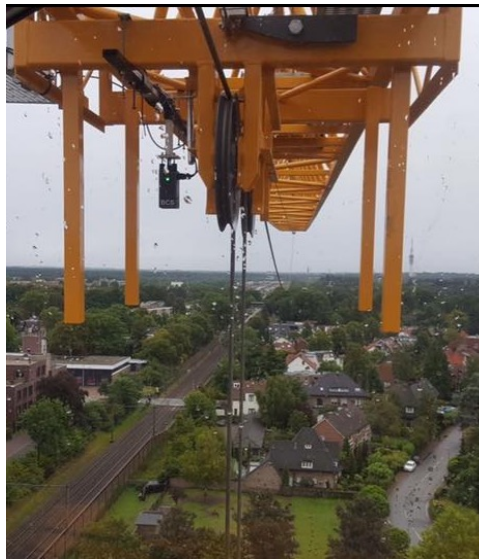
- Types of crane cameras
- Types of viewing platforms
- What types of cranes that are using cameras
- Why use crane cameras.
- The benefits of using crane cameras.
- Short Video of what a crane operator can see.
- Global use of cameras.(trends)
- What is driving the increased use of crane cameras.
- Conclude and ask you prepare for the future of cranes with cameras.

Types of Crane Cameras:

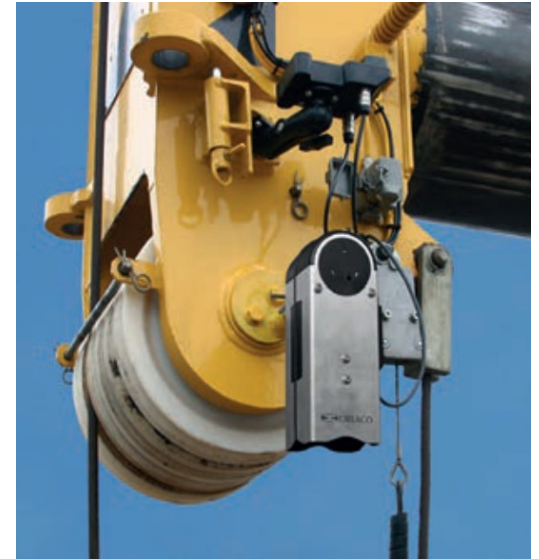
Hook Mounted



Trolley Mounted



Jib Mounted



What the Crane Operators, Riggers and Managers can see:

Cab Screen



Mobile Devices

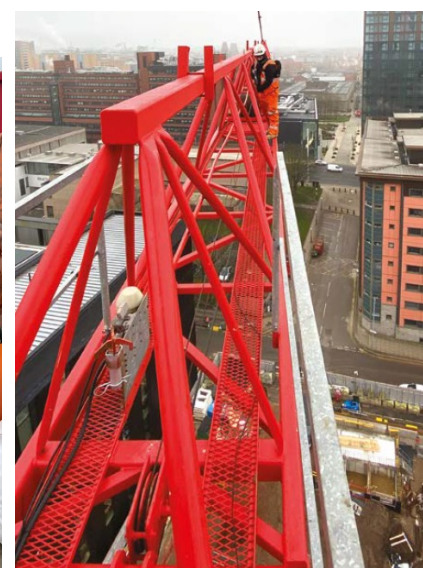
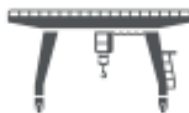


Office Screen



Types of Cranes that Cameras are used on:

Container – Gantry – Crawler – Tower – Mobile – Port – Offshore



Why Use Crane Cameras?

Two-way Radios / hand signals – We can do better !

Cranes are at the heart of many industries, and we must understand the value in keeping the crane / crane operators and the lifting crew safe and operational.

Using crane cameras improves communication and overall awareness during lifting operations using advanced audio-visual technology available today.



Crane Camera Benefits – **Safety** and **Production**:

Safety

- Improve communication
- Reduce blind lifting
- Confirm load security
- Reduce stress for the crane operator
- Reduce impacts and collisions of loads

Productivity

- Improve lifting times
 - Recorded **27%** improvement in open lift scenarios
 - Recorded **39%** improvement in blind lift scenarios
 - Improvement in bottom line



Video of Actual Usage Case of a Crosby BLOKCAM

Actual Use

Footage:

Manchester, UK

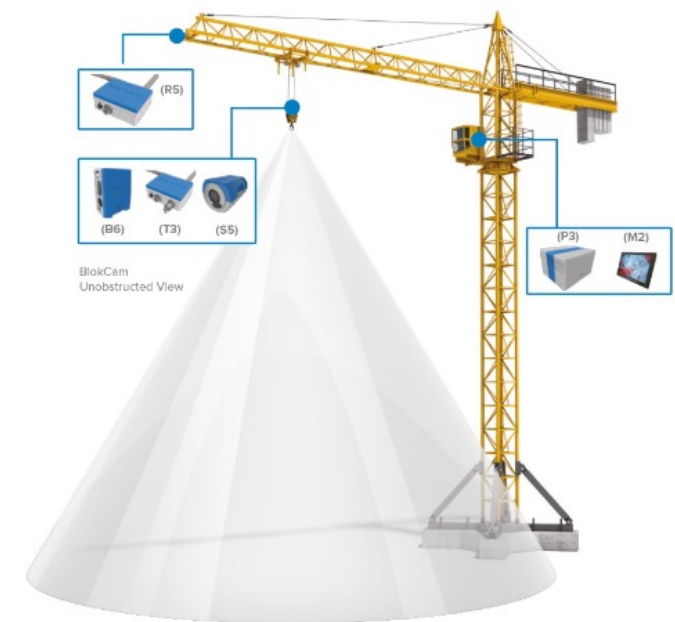


How Crane Hook / Trolley Mounted Camera Markets Look Like - Globally



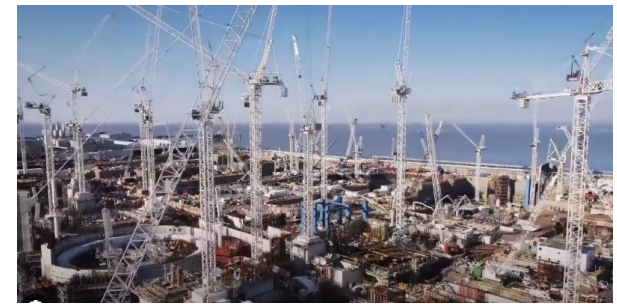
What's driving the **Crane Camera** market?

- Improve Safety – No1
- Most Insurance & Risk Underwriters
- Main and General Contractors – Including Crane Cameras as a Minimum Standard
- Accountability and Traceability (especially when accidents happen)
- Key Indicators of change and market penetration
- GC Data on crane accidents – shows a downturn in on site crane accidents
- Eventually Crane operators ask for cameras / refuse to drive without
- Data on sales – annual sales 50% growth yr. 22-23
- Crane OEM offering more and more camera options

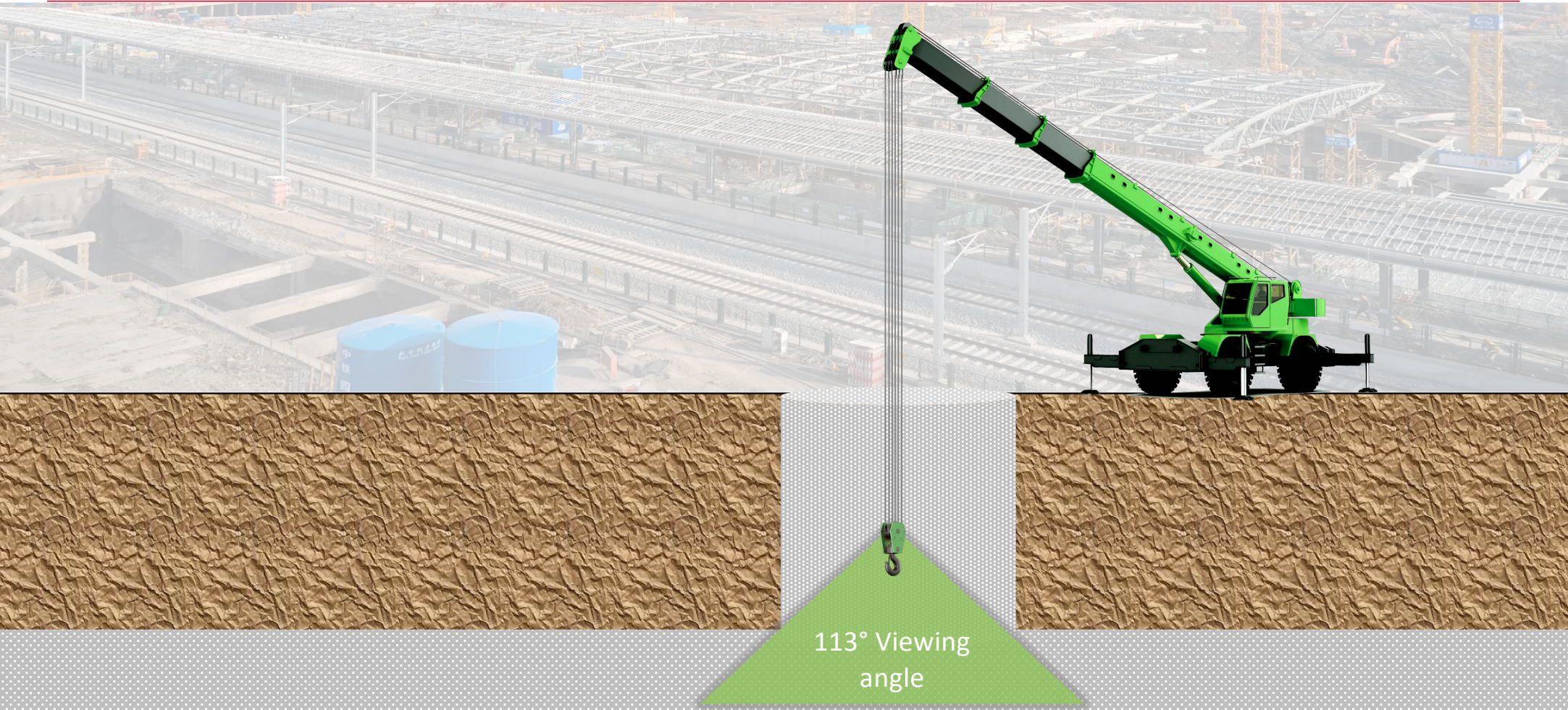


Conclusion and Preparation for what is coming:

- Construction consultants and advisors will specify the use of crane cameras into the job specifications.
- Main and General contractors will specify them within their contracts to the crane providers.
- Camera usage will increase dramatically in the coming years.
- Drivers really engage in the use crane cameras and will get to the point of not driving without them.
- Increased industry requirements for provision of camera systems.



Example of **real-life** scenario – Hong Kong Airport Expansion – **Block Mounted Camera**



Example of **real-life** scenario – Malaysia TRX Construction – **Block Mounted Camera**





Crosby | BLOKCAM[®]

We aim to **irradicate blind lifts** from your worksite whilst increasing **productivity** and **safety**

We will do this by giving the **crane operators vision and sound** they have never had before

We will install a **wireless camera** on their **block**, so they see what their block does

Increasing Safety, In every lift

Thanks for Listening

Any questions?

