

HOW TO CHOOSE  
**THE RIGHT**  
TRUCK-  
MOUNTED  
CRANE



Move more, faster.

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**THE RIGHT**  
**TRUCK-**  
**MOUNTED**  
**CRANE**

# WHERE TO START?

A truck-mounted crane is a big investment – you want to be sure you're getting exactly the right equipment for your needs. And with so many models and options to choose from, it can be a confusing process.

**Where to start?** Begin by asking yourself these questions:

- 1 What is my truck GVW?
- 2 How and where will I use my truck-mounted crane?
- 3 What reach do I need?
- 4 What capacity do I need?
- 5 What tools do I need configured to my crane?
- 6 What's my ideal mounting location?
- 7 Are my operators licensed for the crane I've selected?
- 8 Do my operators require crane training?



# KNOW YOUR BASICS

## 1 What is my truck GVW?

If you already have a truck, knowing its Gross Vehicle Weight (GVW) is step one. If you're buying a new vehicle, getting expert advice about combining crane model, options and truck specs before you purchase can mean the difference between profitability, performance, and many potential risks.

GVW dictates what cranes can be installed on it, and impacts operator licensing. It determines how much weight (body and crane) it can carry, how much payload room is left, and how to balance it all on your axle(s) – single, double or tandem. And all elements need to safely meet legal requirements.

Here's an example: If your truck weighs 18,000 lb., you can add a body and crane that weigh 12,000 lb., bringing the weight up to 30,000 lb. If your GVW is 60,000, that eaves 30,000 lb. for payload. The more payload, the bigger the profits.

## 2 How and where will I use my truck-mounted crane?

Choosing a crane is all about choosing the right tool for the job to maximize productivity and safety.

Are you lifting concrete forms, roofing, pipes, or specific types of construction materials? Do you need pinpoint accuracy in challenging deliveries, or more general lifting? Close in power, long reach, or both? Pallet forks, lifting straps or other specialty attachments? Do you need wireless remote control or cables? Or maybe you work near high voltage power lines and need safety features/tools to address that?

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### **3** What crane reach do I need?

Short, long, or in between? Knowing how far your crane needs to extend is just as important as what it's lifting. For instance, your business may require you to deliver drywall eight-stories up, or it may require you to drop your materials beside the truck.

### **4** What crane capacity do I need?

Again, this all depends on what you're lifting and delivering, and where.

Crane capacity always increases the closer you get to the truck. If your business is mostly about working close in, you may want a crane that delivers a power boost when you need it most. But odds are you're buying a crane for reach, so the big question is: What is the maximum weight I need to lift at full extension?



# KNOW YOUR OPTIONS

## 5 What tools do I need configured to my crane?

Crane tip tools play a big role in configuring your crane – depending upon what controls you choose, they likely require other additions, such as hydraulic rotators, to ensure proper use and precise handling.

Choosing the right attachments and options for your crane, and your business, or choosing a crane that has some of these kinds of controls built-in will make the world of difference when it comes to efficiency, productivity, precision, and profits. And there are many tools to choose from – from rotators, to winches, hydraulic drywall forks, personnel baskets, and more. You can also add additional safety features like high voltage proximity alert systems to maximize safety around power lines.



# KNOW YOUR OPERATORS' NEEDS

## 6 What's the ideal mounting location on my truck?

The optimal mounting location for your truck-mounted crane is an important question. It's all about weight distribution and it depends a lot on the kind of payload you carry and where it optimally sits on your truck. For instance, if much of your payload is 24-foot poles and sits at the back of your vehicle, you'll likely want to install your crane near the front cab. A different type of payload might mean that you want to improve loading and maximize stability, making a rear install, close to the axles, a better configuration for your business.

Ensure you choose an experienced dealer that can provide an accurate analysis of your weight distribution, properly calculate stability and axle loads, and that is knowledgeable about different provincial regulations.

## 7 Are my operators licensed for the crane I need?

Regulations covering truck type and overall weight vary province-to-province, and sometimes by area. Your operators' licenses determine which trucks are allowed, and may limit your choice of cranes. An experienced dealer has that current information and can ensure you configure your truck and crane to meet all regulatory guidelines so you can get down to business – no surprises.

For example, in Ontario, a common 'G' full license allows operation of any truck, or combined truck and towed vehicle, up to 24,000 lb. An 'A' license expands your options to most trucks and weights, however if your business calls for a specific payload, your operator(s) may require a specialized license.

## 8 Are my operators properly trained?

Truck-mounted cranes are used in all kinds of situations. They're big. They're moving. And they're a big investment that's key to your productivity. So when it comes to protecting them and the surrounding site from damage, and keeping the operator and others nearby safe from harm, proper crane training is a smart choice.



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# KNOW THAT EXPERIENCED HELP + ADVICE IS A PHONE CALL AWAY

Choosing the right truck-mounted crane for your business is a big decision. And building the best truck-mounted crane package for your needs probably needs a little knowledgeable help.

That's what the experts at Atlas Polar are here for. We've been helping Canadian businesses with their materials handling equipment needs for nearly 80 years.

And we probably know more about truck-mounted cranes than anyone else. Atlas Polar introduced the first articulated truck-mounted crane – a HIAB – to Canada in 1953. We've been focused on them ever since.

When Atlas Polar agreed to be Canada's master distributor of HIAB truck-mounted cranes, it was a considered decision. We agreed because they shared our commitment to safety, productivity, performance, innovation – and mostly, to providing the best possible products, service and support to our customers.

This guide is designed to help you help us to select the truck-mounted crane package that's right for you and your business. Of course, we're always on hand with top technical expertise and advice, and to answer any questions you may have. And you'll probably want to come visit us to check out the real thing!



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**Atlas Polar Company Ltd.**

60 Northline Rd. . Toronto ON . M4B 3E5 . Canada

1 888 799 4422 . Tel 416 751 7740

info@atlaspolar.com . [atlaspolar.com](http://atlaspolar.com)

