

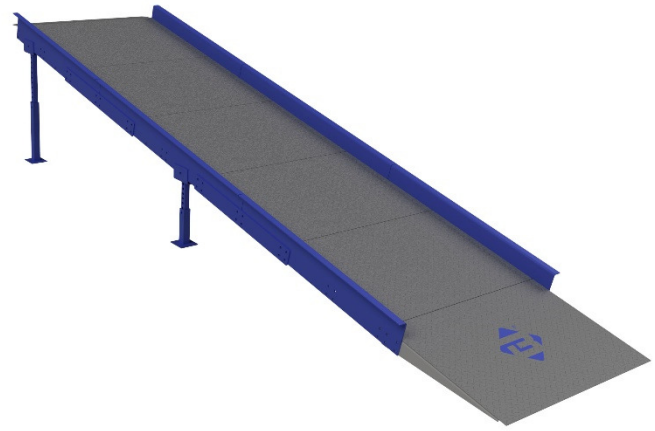


# Case Study: Large Phone and Internet Company



## Overview

Site visits and thinking outside the box are a winning combination when coming up with ideas for complicated customer applications. Where space and obstacles require a unique product design to move the materials, Bluff provides the solution.



## Challenge

A large phone and internet company hired Shields Equipment & Services to remove 2,000lb cabinets of obsolete phone equipment at one of their Dallas, TX facilities. They had to find a way to get the equipment down a 42" flight of stairs inside of a building and subsequently out the third story window to ground level.

## Solution

Bluff product specialists went on site to identify all obstacles and gain further insight into the unique elements of the application, and a custom solution was developed as part of a collaborative team. A modular ramp was designed to meet the extreme demands of this unique application.

Bluff's engineers borrowed key design elements from cat walks and conveyor crossovers to fabricate a 5-piece modular ramp that could be brought into the building, in pieces, using a pulley system. Once inside the building, the pieces were bolted together to form a 46" wide x 198" long, adjustable height ramp, similar to a Bluff yard ramp. After the cabinets were successfully moved down the stairs using the modular ramp, they were able to be removed through the third story window using a forklift and crane. The modular ramp pieces were then able to be moved out the third story window in the same manner.