

History of Greer Company

In 1972, the Greer Company began distributing crane-monitoring devices in the United States. These systems were developed and sold by Weighload Limited, a British company in London. The systems were almost entirely mechanical and measured parameters such as load, angle, boom length, and load radius. At that time, the systems sold by Greer consisted of load-indicating devices and boom angle indicators. Load sensing devices were similar to line-rider (also called a dynamometer or tensiometer). The hydraulic operation used bourdon tube technology to activate a dial-type gauge.

In 1973 the Gerald L. GREER COMPANY was incorporated in the State of California by its founder, Gerald Greer.

In the 1980's a company called EKCO in England developed the first microprocessor-based Load Moment System. For the first time, a crane's load chart could be programmed into the computer to allow protection throughout the load operation. Force was measured using hydraulic transducers in the boom hoist cylinders of the crane. These systems, however, required a lengthy calibration process to store crane data and to make adjustments for the many variables. Thus came the introduction of the MicroGuard® Series computers and the birth of the Electronic Rated Capacity Indicator Systems. Greer became a distributor for EKCO. Then, in 1985, Morgan Crucible purchased EKCO, and it became MEI (Morgan Electronic Instrumentation).

In 1990, the Gerald Greer sold the company to The Morgan Crucible Company, but continued to lead the company until his retirement in 1994. After the purchase of the Greer Company by Morgan Crucible, the MicroGuard® 400 Computer was developed. The system was more streamlined than previous systems and much more compact. This evolved into the MicroGuard® 424, and MicroGuard® 434 systems that are still in use today.



With the introduction of the MicroGuard® 500 Series and compact printed circuit board technology, the system became much smaller. With the transducers installed in the computer unit, the MG500 Series is half the size of the MG400 Series Computer. There was a very good reason for moving the transducers from the lift cylinder to the inside of the MG500 Computer. With that change, Greer removed about 75% of the on-crane calibration requirement. Greer now matches and pre-calibrates the transducers before they leave the factory. Additionally, every computer unit goes through an 11-hour environmental chamber sequence that does the following:

- Tests and burns in the electronics
- Tests all of the system functions
- Programs in a temperature compensation curve for each transducer

Greer then introduced the following displays to operate with the MG500 Computer.

- the RCI-510 A much improved version of the RCI-500
- the MG-585 Basic display for smaller cranes
- the MG-586 Intermediate display positioned between the RCI-510 and MG-585



In 1995, the Company moved into a 16,000 square foot facility in Santa Ana, California from previous sites in Fountain Valley and Birmingham, Alabama, and began trading under its current name, The GREER COMPANY. In the three years to 1998, sales increased by about 15% each year to nearly \$10 million. In 1998, the company achieved ISO 9001 certification.

In 2000, the Company became part of Tulsa Winch Group which is owned by Dover Industries, a division of the New York based Dover Corporation. Dover has operations around the world and its stock is listed on the New York Stock Exchange under the symbol DOV.

In 2008 the Company moved it's operations to Tulsa, Oklahoma in order to facilitate cooperation between the companies within the group. The Company maintains it's Engineering and Customer Service Departments in Santa Ana.



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