

In the rental industry, everyone wants to have better-looking equipment than their competition. Sure the equipment looks used after its first day on a construction jobsite. The hoist will come back all covered with paint, stucco, concrete or the newest high tech permanent coating.

So when it gets back to your shop, not only do you have to fix all the things that the customer broke on your hoist, you have to spend 1-2 hours cleaning it with a wire brush. Time is money and in many shops around the country time is billed out at \$50 per hour or more.

In some competitive local markets, you cannot bill your customer for the cleaning. You may not even be able to bill them for all the labels that they destroyed.

Labels on hoists are placed there to instruct the operator in the proper use of the equipment that they are using and also warn of potentially dangerous conditions. When the labels are not present or are unreadable, a potential hazard exists.

Power Climber has hoist covers for all the hoists that we manufacture. These covers, when properly used, will help preserve the labels on your machines, so the operator will still have the information that he needs. Operators are still required to have training that familiarizes them with potential hazards and safe operation of the equipment they use.

Dollars and Cents of Covers

If you consider the price tag of covers versus the price of replacing labels for the most often purchased Power Climber hoists, covers will save you money and time in the end.

If a straight 220V PC1 Pocket hoist came back from a rental in the condition that many rental hoists do, it would cost you somewhere between \$78-\$130 to clean it up for the next rental. If you used covers, you could save that per rental.

Power Climber sells two different covers for use with the PC1 hoists.

- PN 9-99: list price \$72.50, vinyl
- PN A-12317; list price \$150 for a pack of ten: list price \$15 each, disposable, polypropylene

If you were to use the disposable cover, list price \$15 each for each rental, and did not charge your customer, you could save anywhere from \$63-\$113/hoist each rental. These prices are figured using list prices and \$50 an hour shop labor rate. Dirty hoists being returned from rental could cost you as much as \$780 a year per hoist. Even if you supplied disposable covers free of charge on every rental, you could save almost \$700 a year. \$700 x 30 hoists= big savings!

For those of you who say that labor is not \$50 an hour, lets run the numbers closer to actual costs. Using \$50 an hour is a more realistic number to use because of how much lost opportunity costs your company. (Read On) Let's say that it only costs you \$10 an hour per man-hour and about \$21 for labels on your machine. That works out to somewhere between \$30-\$40 to make the hoist ready for the next rental each time. If you rent this hoist six times a year, this will cost your company between \$180-\$240 a year. If you used a new disposable cover after each of these rentals you

would save from \$90-\$150 a year per hoist.

Did You Know?

- Using covers will cut the down the overall costs of maintenance to your fleet.
- An added bonus of using covers is that less dirt and debris will enter the hoist, thereby minimizing total wear on all parts.
- Covers are available for all PC hoists. Consult your parts price book.

For questions or comments, contact Customer Service at 1-800-560-CLIMB (2546) or customerservice@safeworks.com.