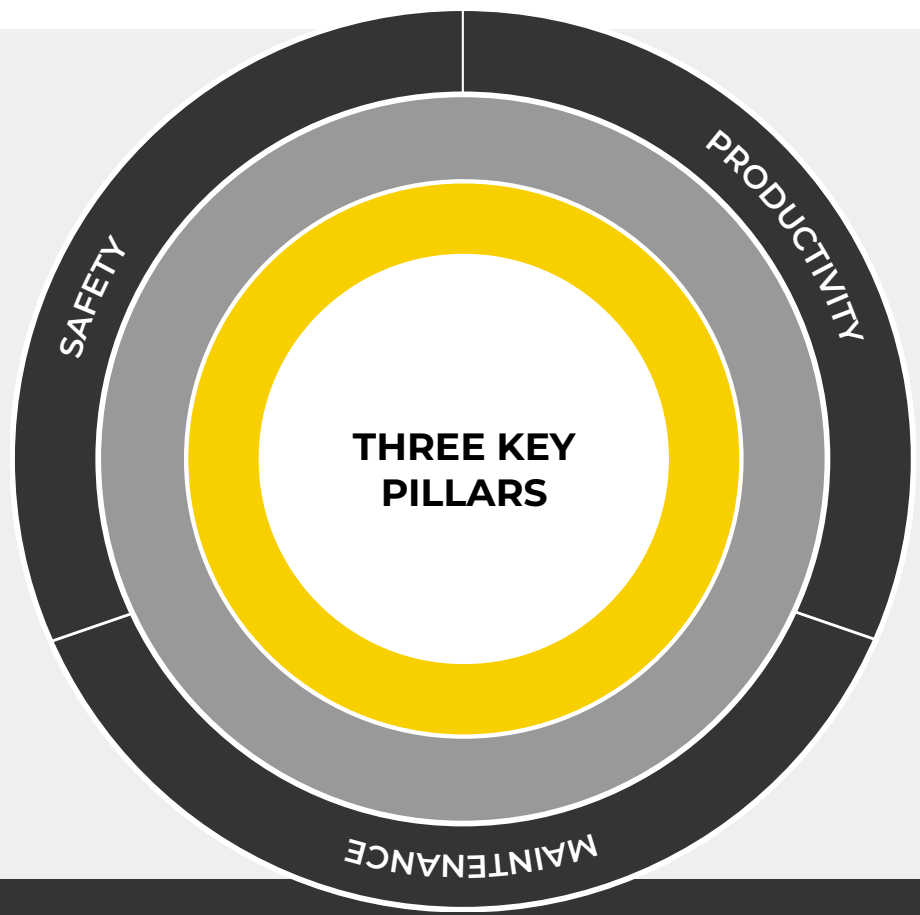


THREE KEY PILLARS OF TOTAL COST OF OWNERSHIP AND LIFETIME VALUE

When safety, productivity, and preventive maintenance are all working together, your manufacturing business can experience a range of benefits that contribute to lower TCO. Fewer accidents and injuries result in lower costs, increased productivity leads to greater efficiency, and preventive maintenance helps to reduce downtime and prolongs the life of your hoists and cranes.



DID YOU KNOW?

Unplanned downtime and lost productivity due to accidents and poor equipment maintenance can have a significant financial impact on manufacturing organizations and the overall TCO of their equipment.



SAFETY

\$1B

lost per week due to accidents and injuries¹



PRODUCTIVITY

\$260K

per hour lost to unplanned downtime²



MAINTENANCE

\$50M

in lost production capacity²

HOW IMPROVING SAFETY, PRODUCTIVITY & MAINTENANCE AFFECTS TCO

Safety, productivity and preventive maintenance are interrelated factors that can work together to improve TCO.



SAFETY

40 PERCENT

Up to 40% reduction in injury costs³



44% reduction in lost-time injuries⁴

63 PERCENT

reduction in turnover⁵



PRODUCTIVITY

38 PERCENT

Up to 38% fewer lost workdays due to injuries⁵



Up to 9% increase in equipment uptime⁶

Up to a 28% reduction in unplanned downtime²

28 PERCENT



MAINTENANCE

Up to 50% reduction in costs⁷

50 PERCENT



Up to 60% increase in lifespan⁸

Up to 30% reduction in TCO⁹

30 PERCENT

R&M'S SOLUTION TO IMPROVING ROI WITH THREE KEY PILLARS OF TCO

Quality products and predictive maintenance offerings can take safety and production to whole new levels. R&M's HoistMonitor® & OLI App give you real-time data on usage to increase safety, productivity and maintenance, leading to improved TCO and lifetime value of hoists and cranes.

Contact us to learn more about how our hoists and cranes support these three pillars and improve your equipment's TCO and lifetime value.

Phone: 800-955-9967

Email: rm.communications@rmhoist.com

Sources:

- ¹ Liberty Mutual
- ² Aberdeen Group
- ³ OSHA
- ⁴ BMJ Journal
- ⁵ EHS Today
- ⁶ McKinsey & Company
- ⁷ Dynaway
- ⁸ US Department of Energy
- ⁹ Institute of Asset Management (IAM)