



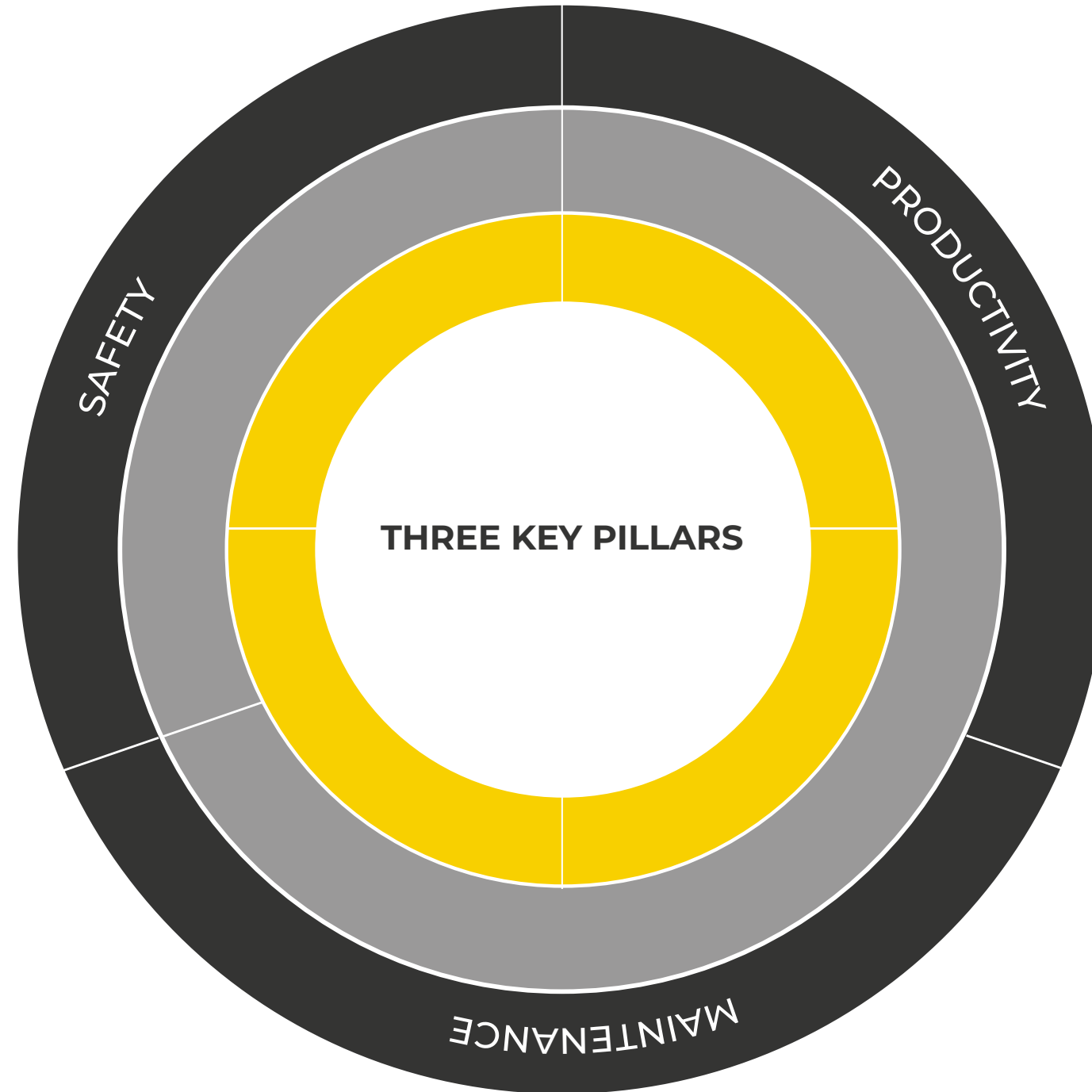
TOTAL COST OF OWNERSHIP

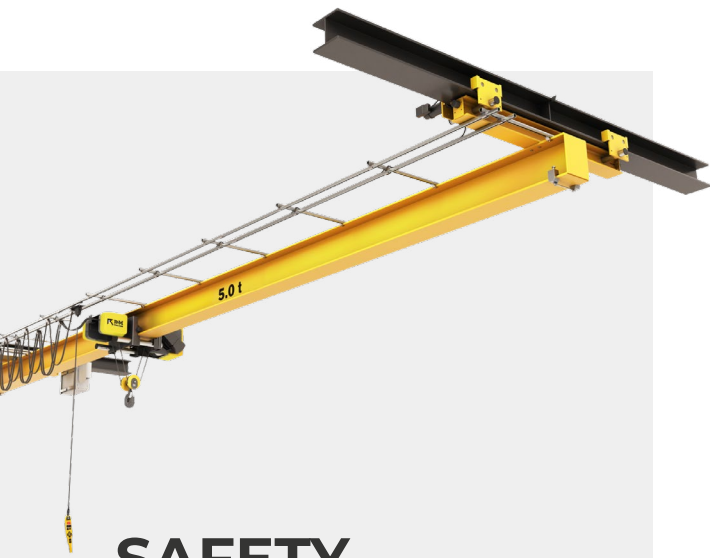
Manufacturing, food processing, automotive and other industries may be different in many ways, but what they have in common is the need for cranes and hoists to help them get the job done efficiently with as little risk and waste as possible. With heavy equipment, the total cost of ownership (TCO) goes beyond the purchase price. A TCO estimate helps determine your direct and indirect costs over the lifetime of the crane and can help you make an informed purchasing decision.



THREE KEY PILLARS OF TOTAL COST OF OWNERSHIP

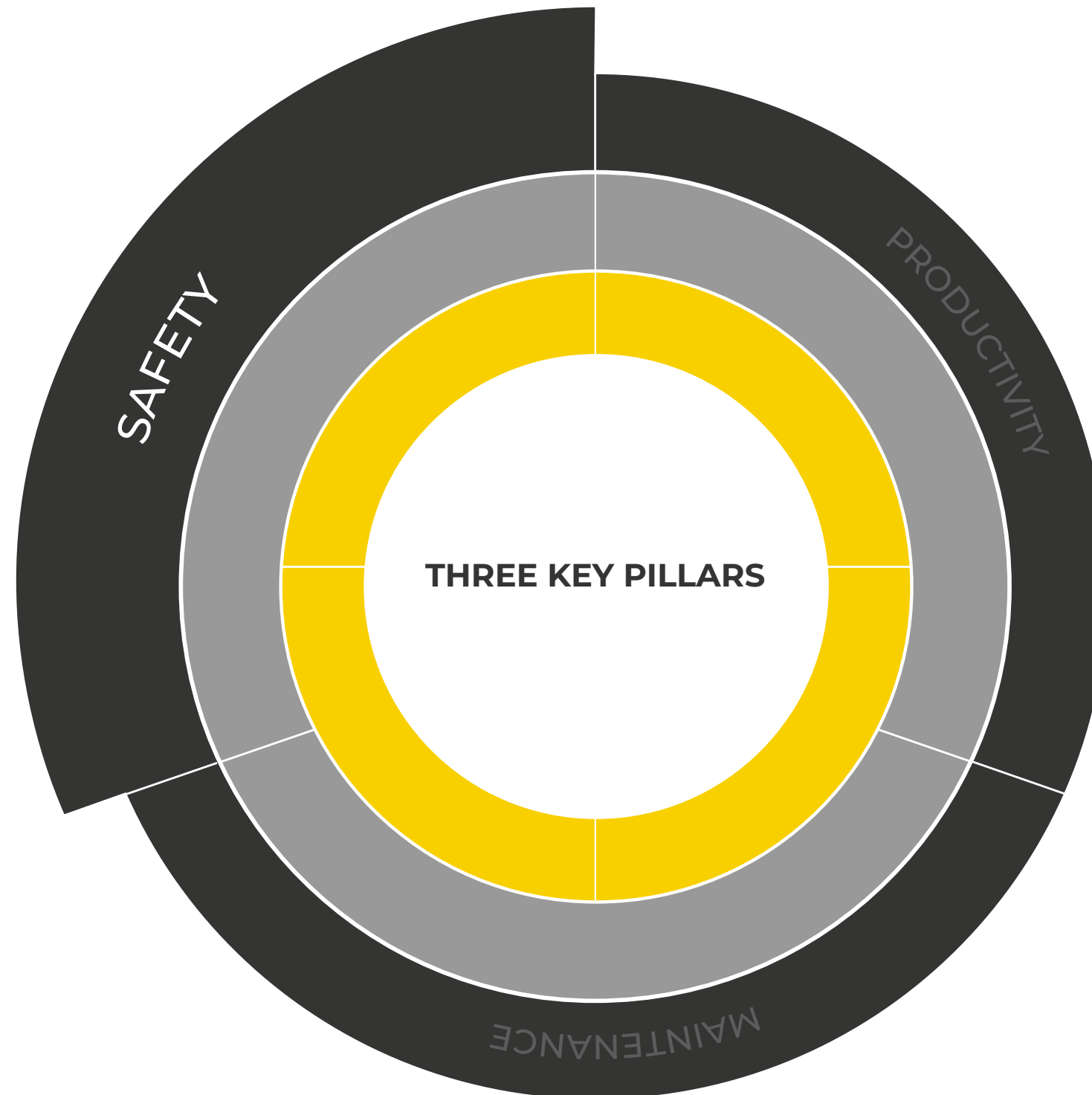
Understanding the overall cost of your equipment benefits your operations by producing a better Return on Investment (ROI) and improved performance. These three pillars work together to keep your production running – safely, smoothly and productively.





SAFETY

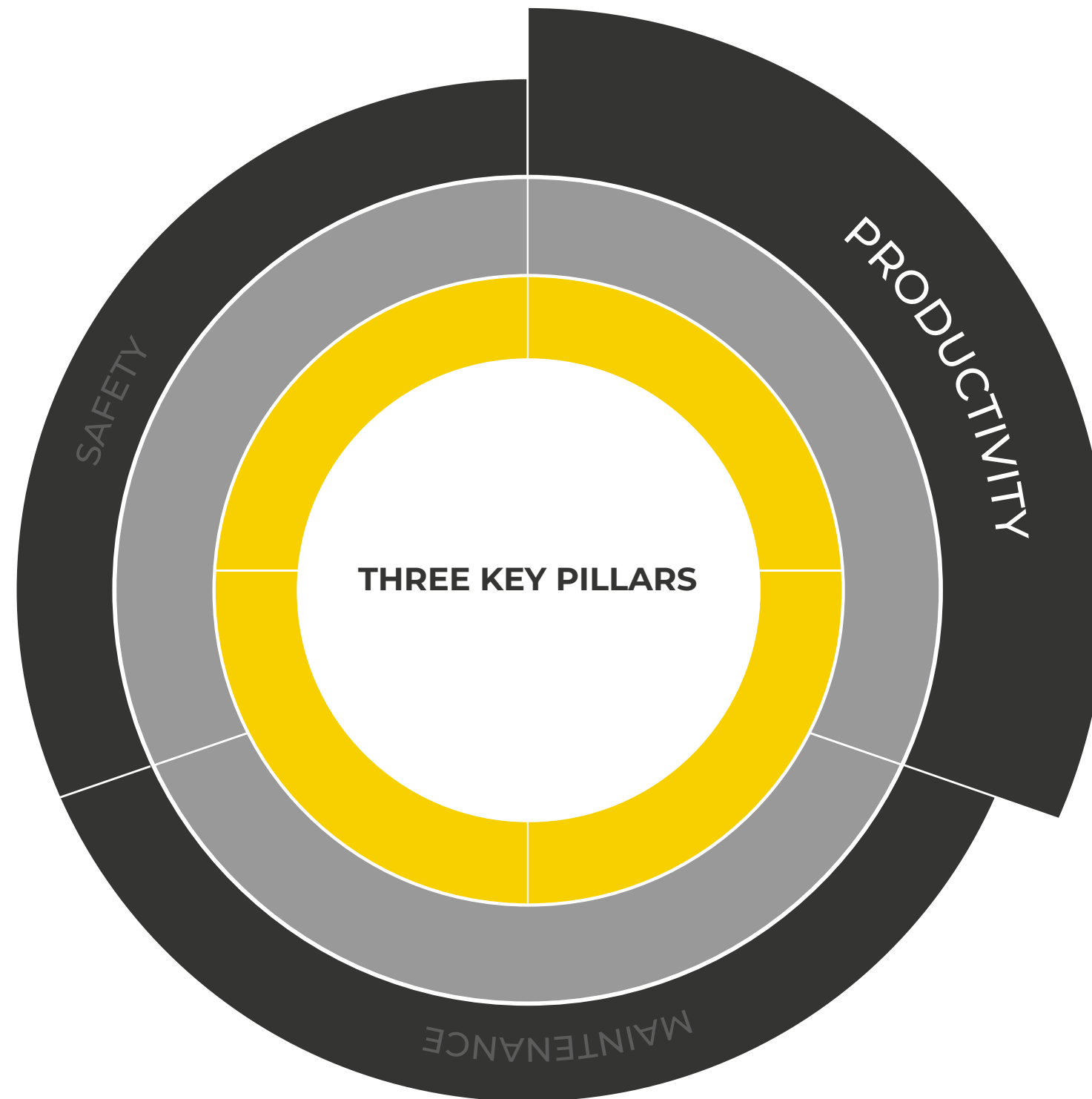
Workplace safety is essential no matter the size of a company or the industry they are in. Safe operating environments have fewer risks and reduced costs while giving operators confidence in their working environment. In addition to following ASME/CMAA or FEM/ISO standards required by OSHA, R&M cranes and hoists include features that go beyond these requirements to further increase safety.





PRODUCTIVITY

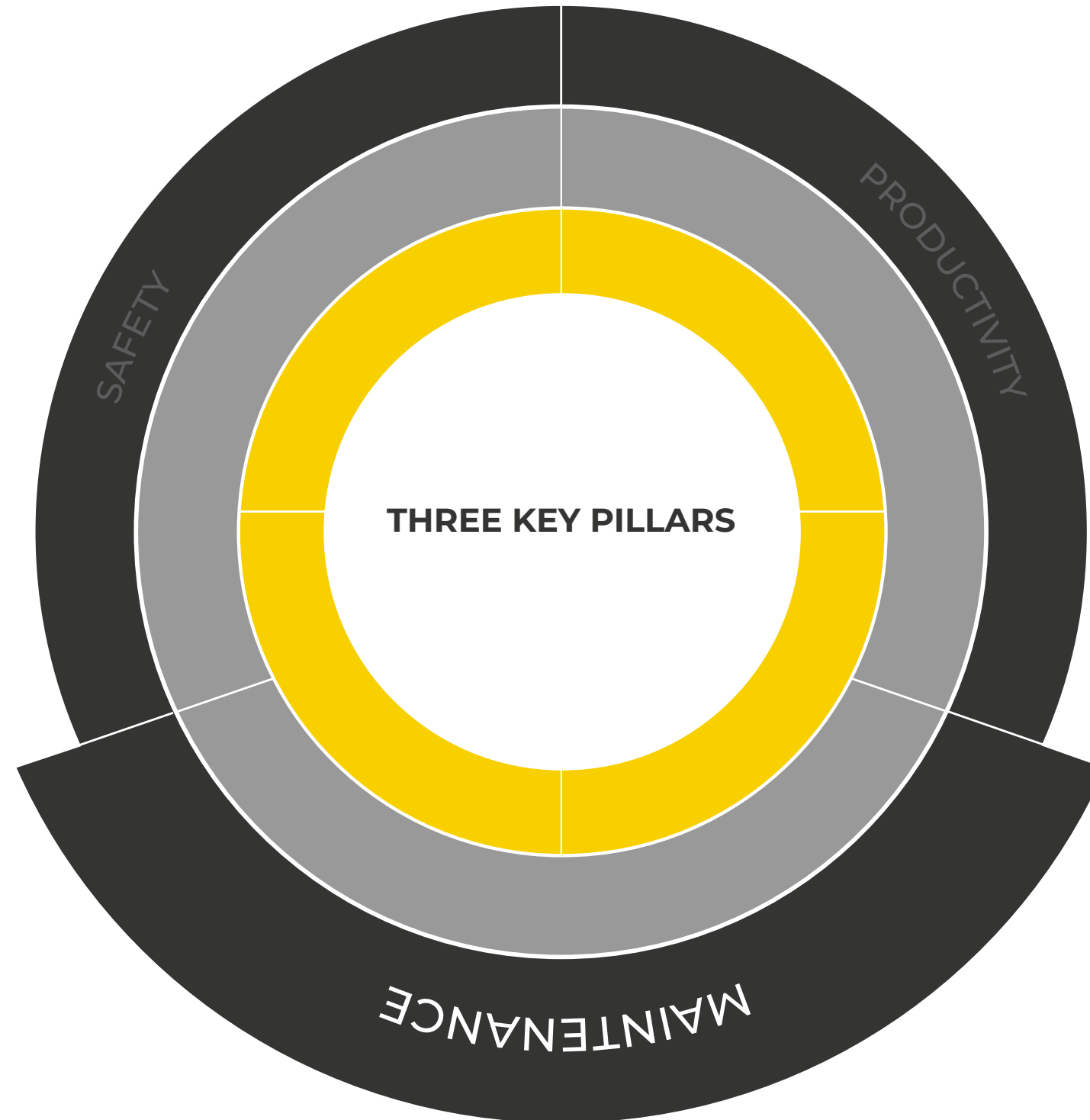
Cranes are essential tools that help you get the job done, and you should be able to recoup your investment in them with the gains you receive in productivity. However, when a crane you depend on throughout the day is down, it can bring productivity to a halt. You may end up paying workers to stand around, increasing overhead costs and waste unnecessarily.





MAINTENANCE

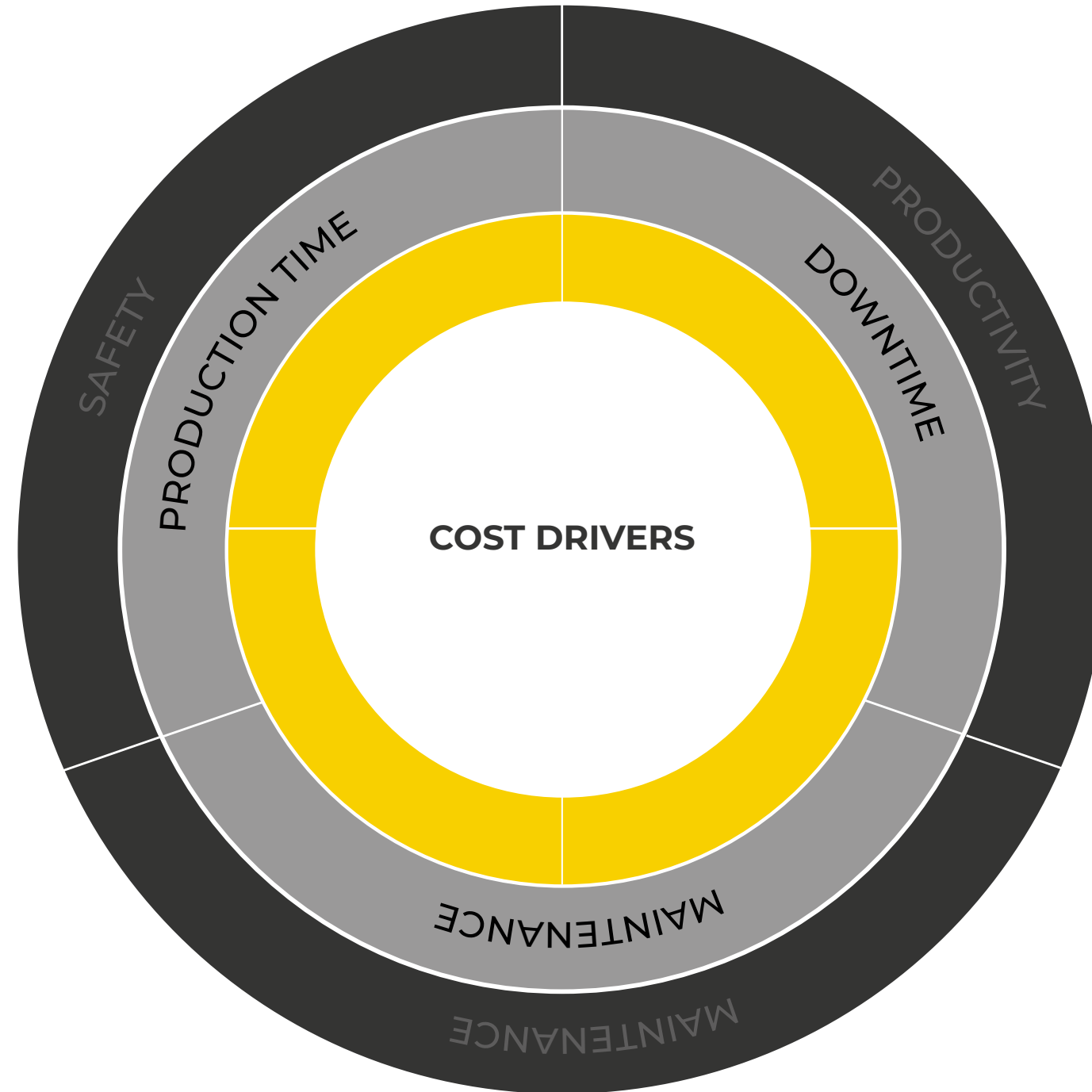
Scheduled equipment maintenance usually requires fewer service hours, less service trips, reduced overtime fees and lower parts costs than unplanned downtime and repairs. What could have been handled with preventive maintenance, when unplanned, can cost you hours and money. By adhering to scheduled inspections and planning with proactive maintenance in accordance with your equipment's duty cycle, you can protect your investment and productivity.





COST DRIVERS THAT IMPACT THE TOTAL COST OF OWNERSHIP

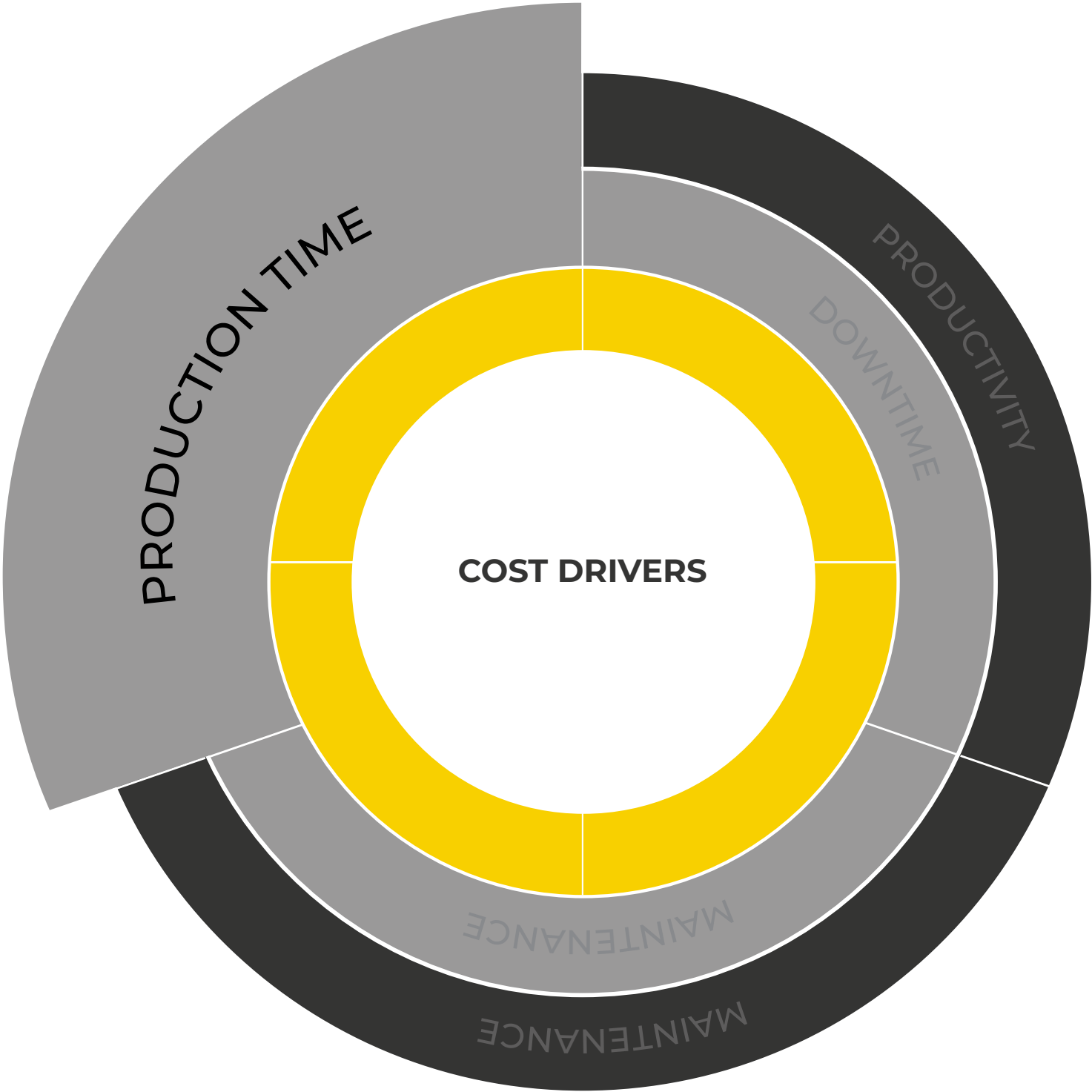
Cranes and hoists are a significant investment that keep your operations moving, so reducing their TCO by extending their lifetime or including features that improve efficiency can help reduce long-term costs for your business. Choosing the right equipment for your needs will improve your TCO, decrease unexpected downtime, improve floor safety and keep your production line humming.





PRODUCTION TIME

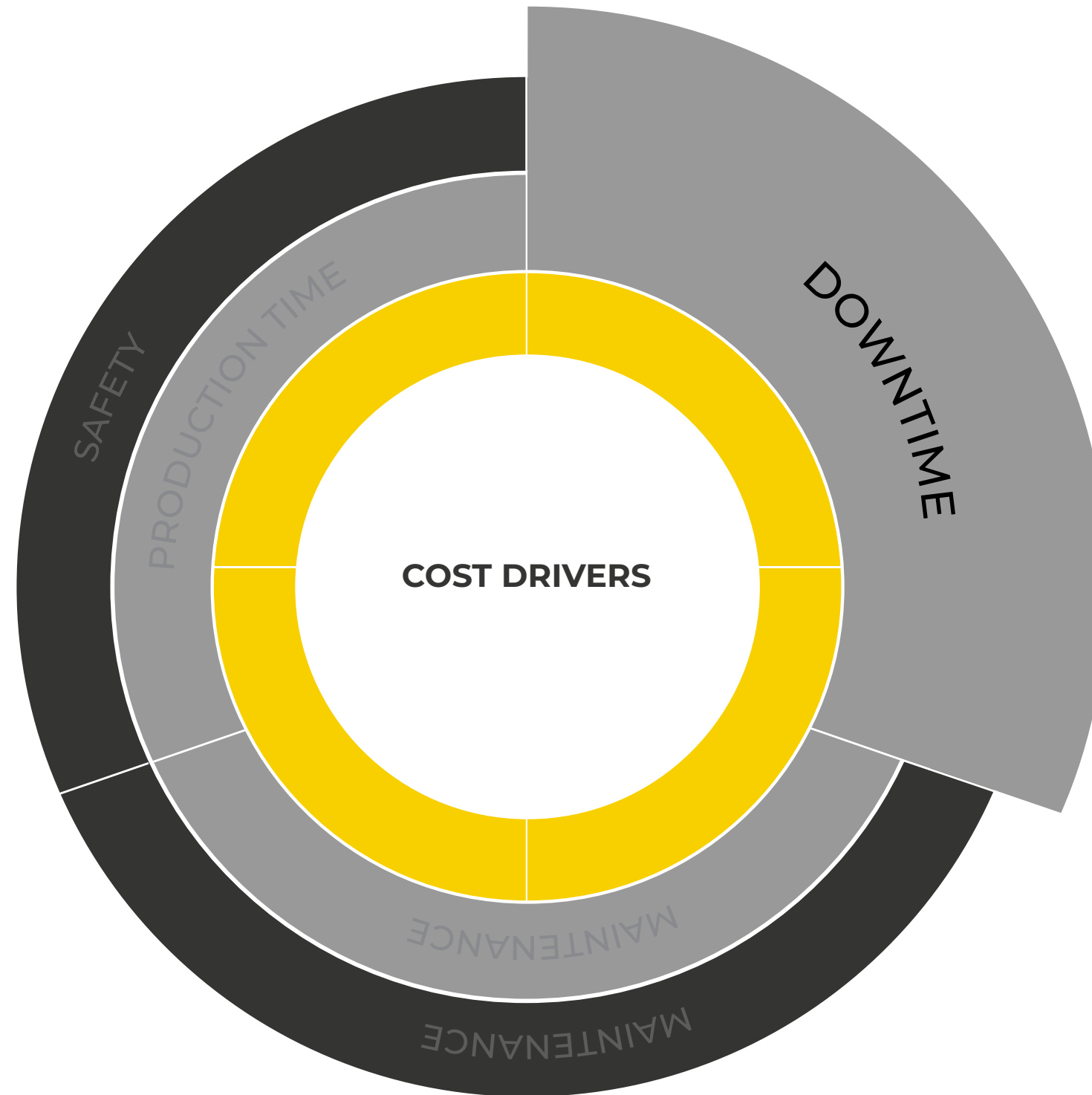
The number of hours per week, percentage of rated capacity used on average and number of lifts per hour are all factors to consider when determining projected TCO. Choosing the right crane for the expected [duty cycle](#) ensures that your cranes and hoists are up to the tasks you need them to do while maximizing their lifetime.





DOWNTIME

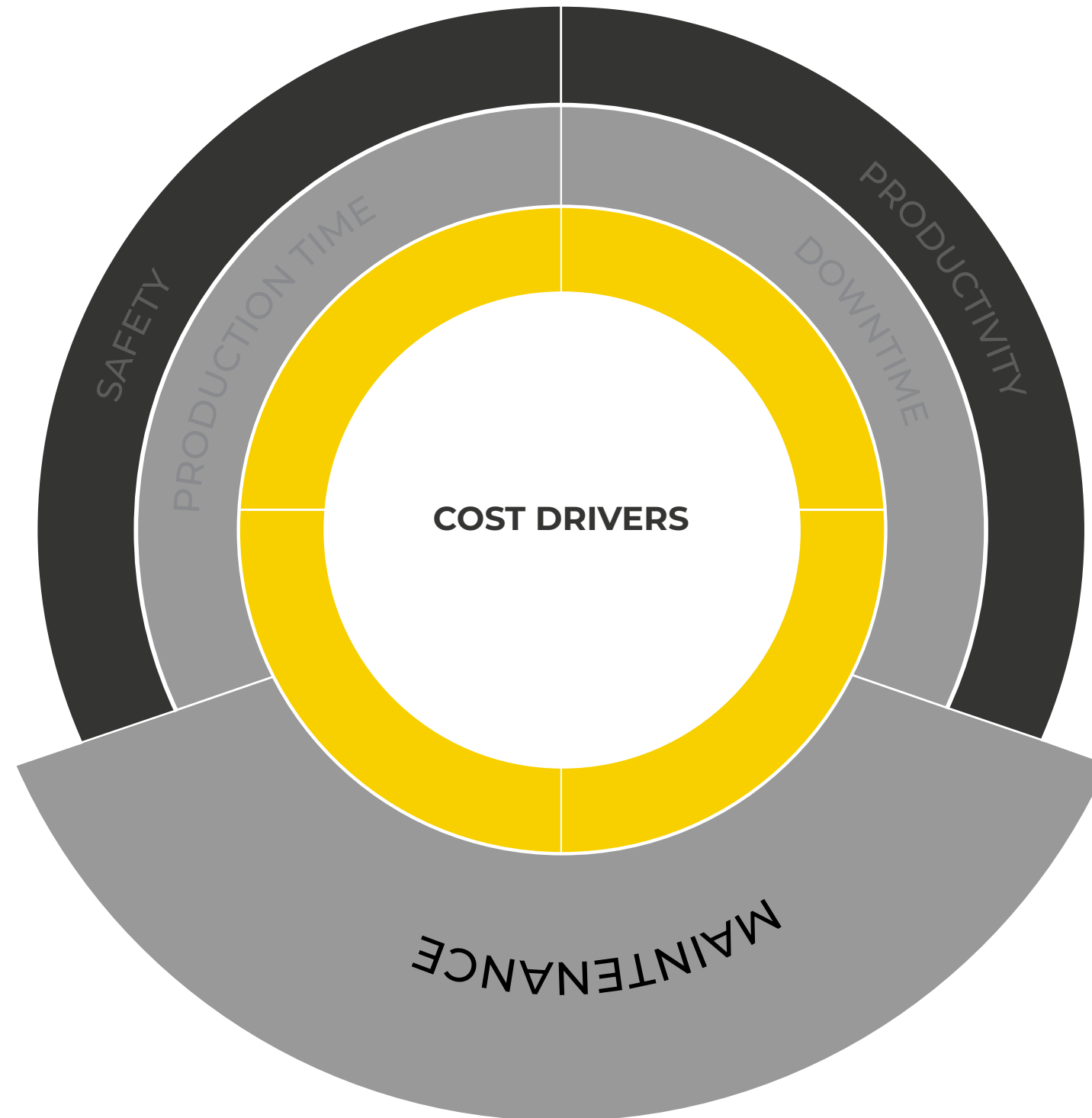
No one likes downtime. If your line is idle, your productivity and profitability are impacted. Regular maintenance and inspection are required to keep your crane in safe working order, but unexpected downtime slows things down. You may need to stop production for equipment to be repaired or replaced, which takes time – time you often don't have. This translates into lost revenue.





MAINTENANCE

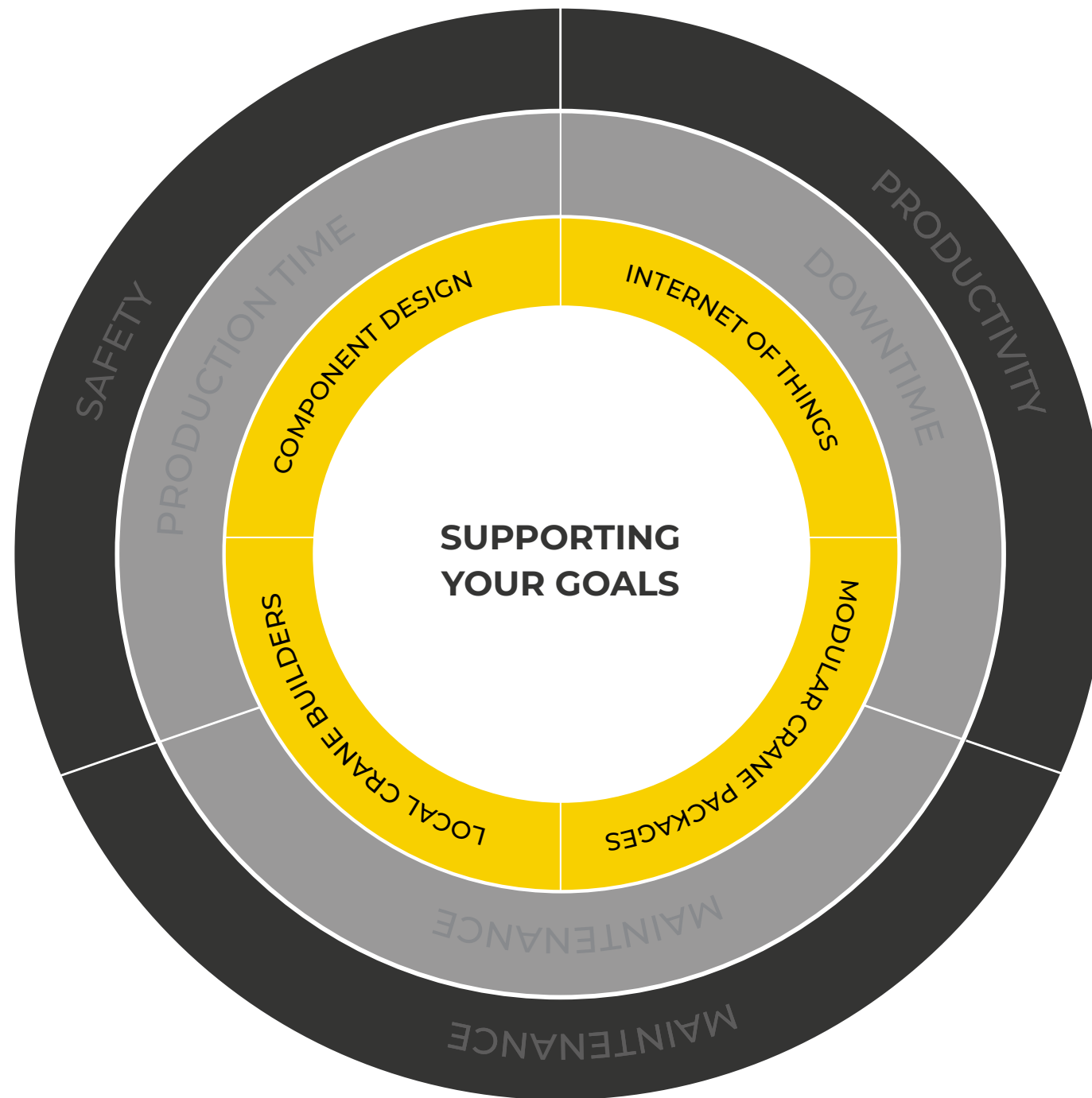
Preventive and predictive maintenance is crucial in reducing unplanned downtime to keep your equipment in good shape and ready to perform. You can plan for replacement of common wear parts in advance to prevent breakdowns.

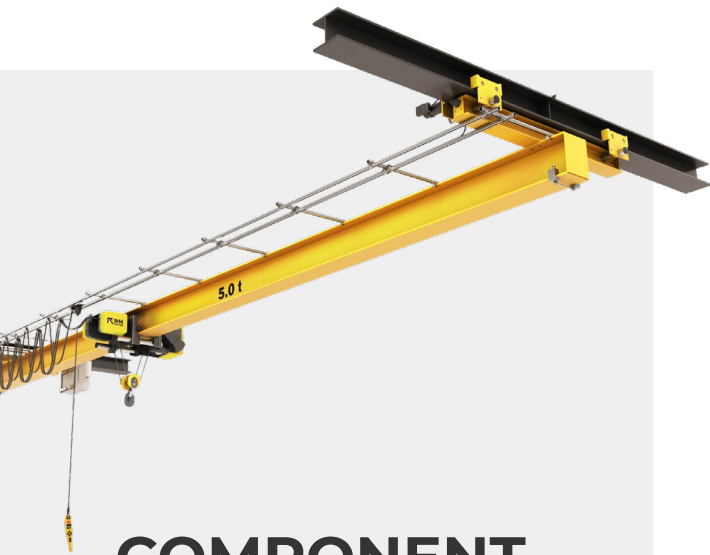




HOW WE SUPPORT YOU IN ACHIEVING YOUR GOALS

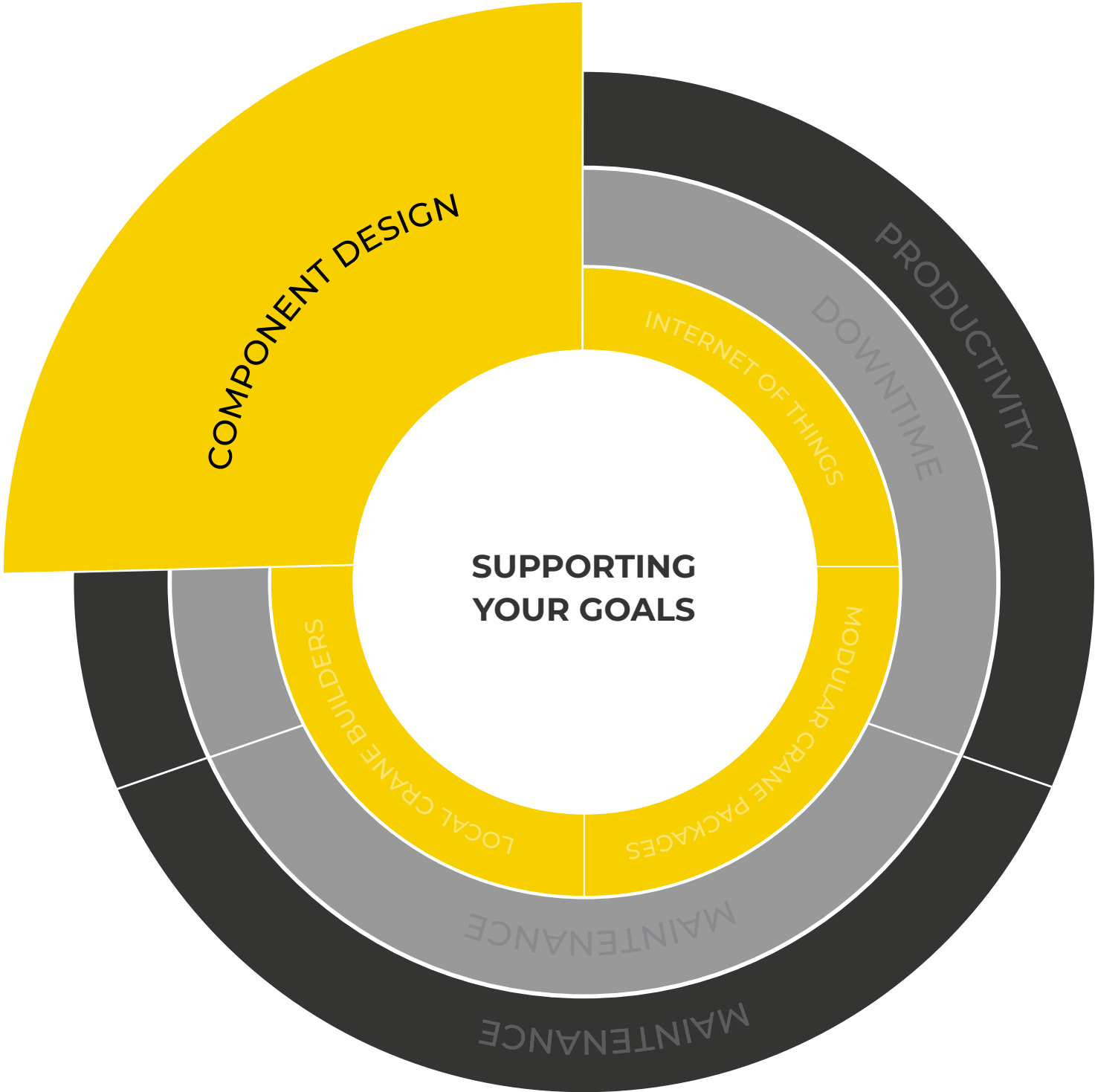
From design to installation and beyond, you can be confident that with R&M, your business will maximize efficiencies and return on investment.





COMPONENT DESIGN

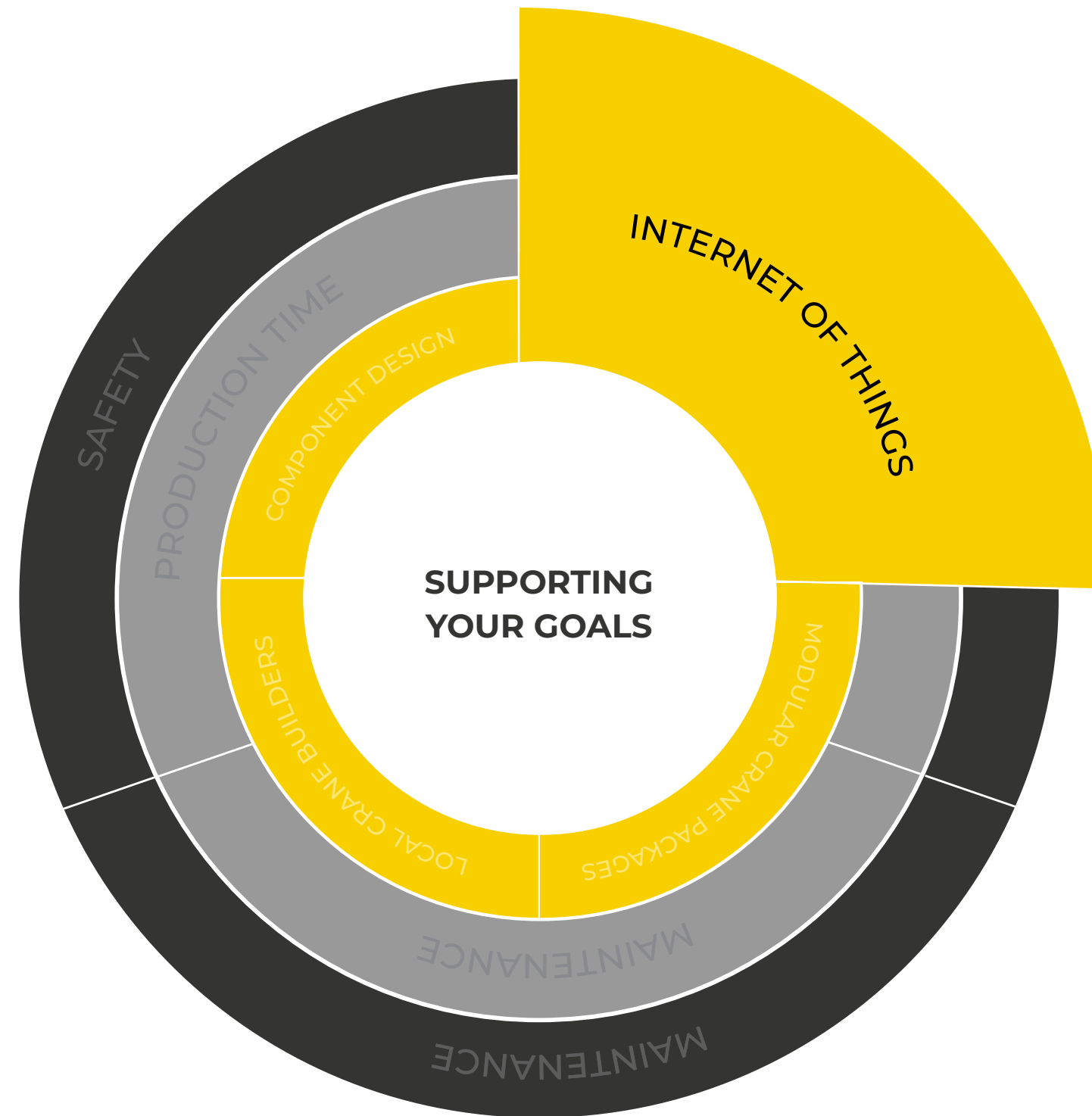
Constructed with our own patented and proprietary technology, the core components are all designed, built and tested for quality in-house. Our Core of Lifting components are designed specifically for hoist and crane applications. They provide better efficiency and higher levels of functionality than commercial products made to service a wide variety of industrial needs. We reduce supply chain risks and delays by designing and producing key parts and integrating them into the market.





INTERNET OF THINGS

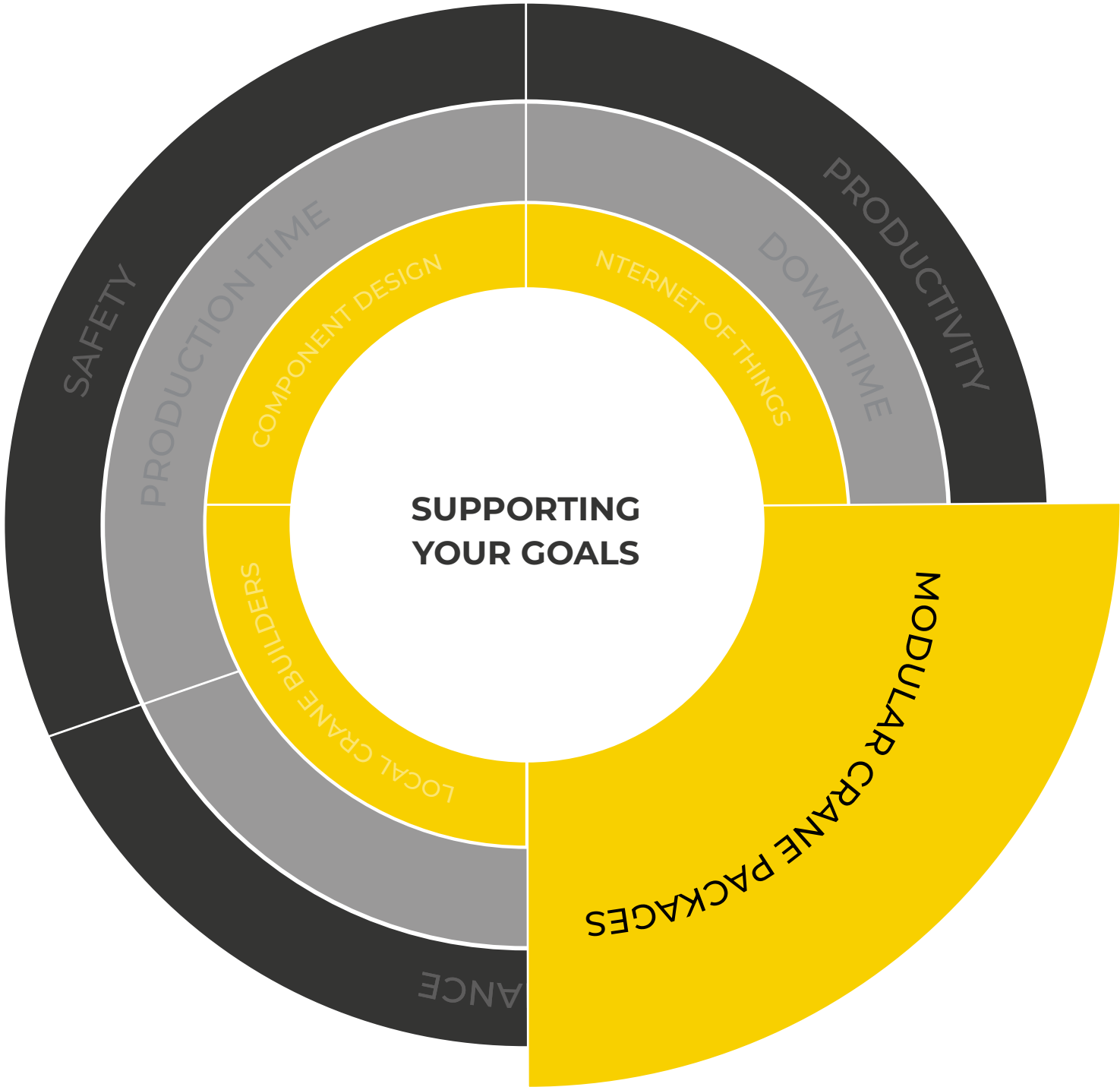
The HoistMonitor® Enclave, IoT gateway and Overhead Lifting Information (OLI) app work together to help you stay ahead of overloads, critical wear, usage and more. OLI connects to the hoist using a wireless hardware key and permits hoist data access from your operators' iOS or Android devices. It helps keep your operations running by predicting when critical maintenance will be required and informing you about possible risks.





MODULAR CRANE PACKAGES

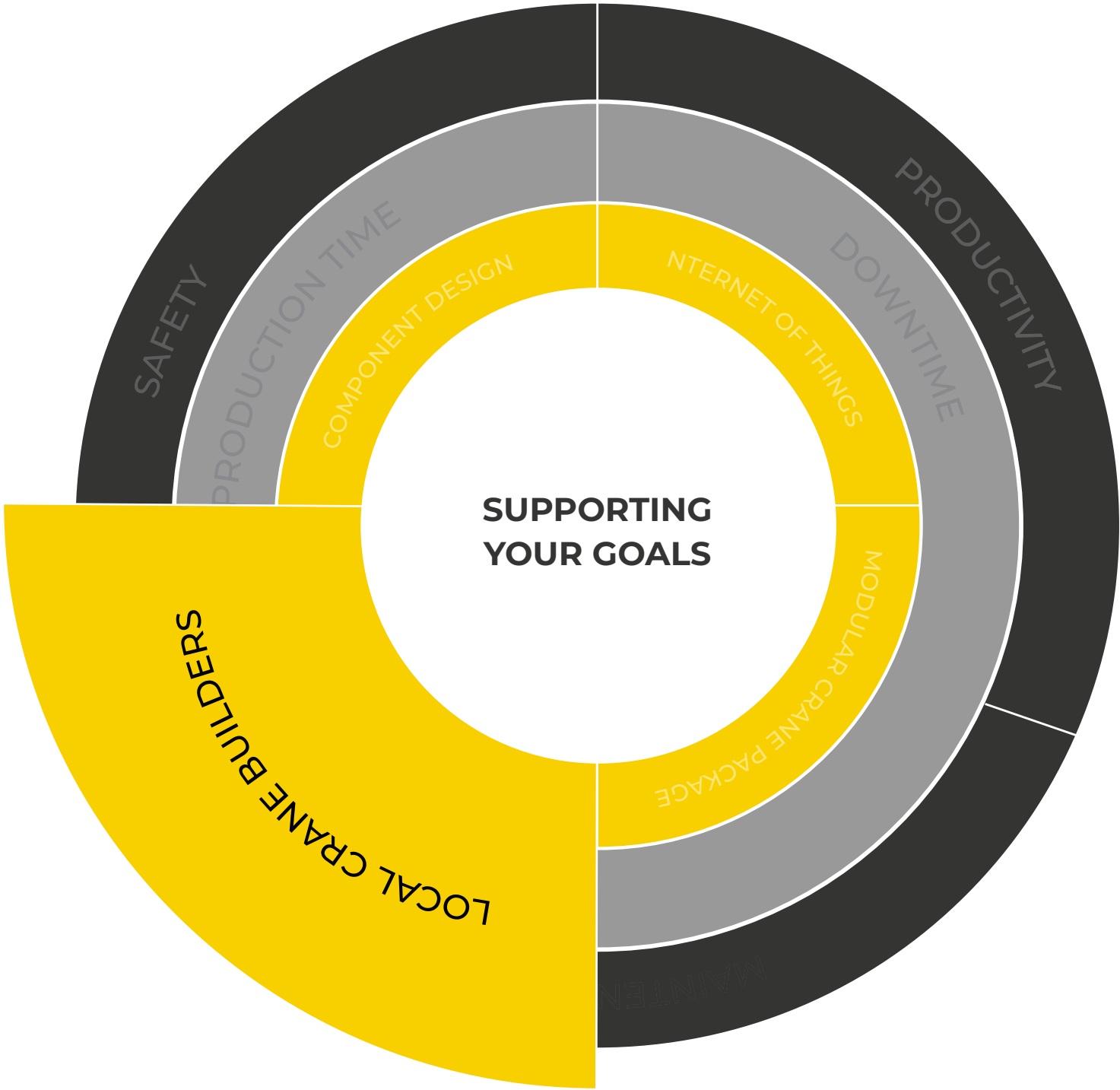
R&M works hard to provide lifting equipment that improves performance and optimizes throughput. Our modular crane packages are designed, built and tested to work together as a complete system. You save on upfront and lifetime facility costs by optimizing headroom, reducing empty ceiling space and increasing hook coverage over your factory floor. Our in-house testing processes guarantee that installation and commissioning will be smooth, while our robust crane builder network ensures you have the continued local support for the service you need.





LOCAL CRANE BUILDERS

R&M's [crane builder network](#) offers crane installation, commissioning and inspection services to help you get the most out of your new crane. With an experienced network of crane builders and service providers, we can connect you with local service partners who work directly with your onsite staff to get your crane up and running as quickly as possible – with minimal downtime.



WHY CHOOSE R&M?

Our crane builders work with you to select a customized set of products and features to meet your specific application and lifting needs. We build our core components in-house, giving you the flexibility to tailor specifications to your lifting application. Our modular process means shorter lead times and customization for your lifting application without the cost and time constraints that come with one-off engineering.

Are you interested in talking to a crane expert about optimizing your next project?

Call us at 800-955-9967 or contact us online to find a local distributor to help you.

