Managing a Tower Crane Rental Fleet

Alex Weingart, MD WOLFFKFRAN Schweiz AG
Agenda

- WOLFFKRUN Switzerland
- Our Key Factors in Managing the Fleet
- Preventive Maintenance
- New Service Process
WOLFFKран Switzerland at a Glance

- Leading supplier of WOLFF cranes in Switzerland for 80+ years
- Sales and rental of WOLFF cranes
- Rental fleet of 220 cranes
  - 40 self-erecting cranes
  - 180 WOLFF saddle jib cranes
- Complete range of services
  - Technical advice
  - Site planning & crane logistics
  - Rigging
  - Repairs & maintenance
- Two locations in Switzerland
- Approx. 50 staff
  - 30 Service
  - 10 Workshop
  - 10 Admin./Operations
- Wholly owned by WOLFFKран
The Swiss Rental Tower Crane Market

- Total market size of 2143 units (2013)
- Every second crane is a small crane
  - Cranes with tip load < 2 t make up for ~ 50% of the market
  - Cranes with jibs < 40 make up largest single segment
- Remaining 50% made up by saddle jib cranes with load moments up to max. 400 mt
- Virtually no luffing jib cranes in the market
- Approx. every third rental crane in the market is a new model

Source: VSBM Statistik 2013 (Swiss Construction Equipment Association)
Switzerland is a small country

Distances are manageable

WOLFFKRAN has two depots covering 90% of the market

~ 170 cranes in Dällikon covering the German part of Switzerland

~ 50 cranes in Yverdon-les-Bains covering the French part of Switzerland
Key Factors in Managing the Fleet

- Crane portfolio reflects market needs
- Technical advice is key sales factor
- Invest in your fleet (repair/upgrade vs replacement)
- Preventive maintenance improves utilization rates
- Service process: decrease administration & increase transparency
Standard Crane Portfolio Reflects Market Needs

TC Rental Market
Switzerland

Switzerland WOLFFKran Fleet by Size

- 25% <= 100 mt
- 17% 101-140 mt
- 27% 141-200 mt
- 6% 201-400 mt
- 48% self-erecting

43% tip load > 2 t
9% tip load < 2 t

48% self-erecting

The leader of the pack.
WOLFFKRAN Switzerland benefits from the WOLFFKRAN Group’s entire rental fleet in case cranes outside of the local portfolio are required.

**Case Study: Lac d’Emosson Dam**

- Partial demolition and increase of existing dam by 21.5 m to 65 m high
- Heavy load capacities required for lifting eroding machinery and removal of demolition material
- Difficult to access, high altitude construction site with narrow assembly space and working radius confined by high rock faces
- Solution: WOLFF 1250 B luffer with 80 m jib and max. lifting capacity of 40 tons for demolition work
- Complemented by a WOLFF 500 B luffer for concreting work (70’000 m³)
Advising customers on the best crane to cover their lifting needs is a key sales factor.

Don’t simply give him the crane he is asking for, instead ask him what requirements his projects has.

Often, the customer is better served with a crane he didn’t even consider.
Invest in Your Fleet: Upgrade, Maintain or Replace?

- General rule of thumb for maintenance and upgrade of a crane:
  
  *Investment must be covered by a rental contract of at least 10 months and predictions that crane can be rented out for the next two years.*

- Generally always a best guess based on past experience and projected outlook.

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**Switzerland WOLFFKRAN Fleet by Age**

- 29% <= 10 years
- 12% 11-20 years
- 31% 21-30 years
- 24% >= 31 years
- 4% nn
Preventive Maintenance: Key for Safety and Efficiency

Scheduling
Coordination of service technicians and/or workshop team

1. Service Technician
   - Systematic visual inspection
   - Every crane assembly & take-down
   - Mandatory checklist & reporting

2. WOLFF Link
   - Online crane diagnostics tool
   - Stores crane operating data
   - Evaluation of maintenance cycles

On-Site Maintenance
directly prior/after or during a rental job
- Change parameters after electronic warnings and failures

Workshop Maintenance
in between any two rental jobs
- Change pulley
- Check ropes
- Check gearboxes for leaks

Crane completely maintained & ready for dispatch to next rental job (repeat 1 and 2)
Preventive Maintenance: WOLFF *Link* Online Crane Diagnostics

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Service Process: Reduce Administration, Increase Transparency

WOLFF Service Module

1. Prepare/Dispatch
   - Rental Order
   - Service Order

2. Field Service
   - Confirm Time & Material
   - Report Assembly / Dismantling
   - Identify Defective Equipment
   - Document As-Is/ Cause
   - Sign

3. Follow Up
   - Assign Technician
   - Send PDF-Reports
   - Block Equipment
   - Trigger Repair / Invoice
The leader of the pack.