

FASSI



**FASCAN'S SE BOOM CRANE MAINTENANCE
PROGRAM PUTS MONEY IN YOUR POCKET**

EARN up to \$220,000 MORE next year with Fascan's SE Boom Crane Maintenance Program

- The average construction company loses two weeks of productive time per crane each year due to mechanical failure.
- At an average of \$22,725 of gross delivered product per day, eliminating unscheduled downtime can produce up to \$220,000 in additional revenue each year for every crane you operate.
- With the Fascan maintenance program, a customer schedules just one day each quarter for the crane to be serviced by a Fascan-authorized center.
- This regular, preventive maintenance can significantly reduce a crane's downtime, and add days of productive work to a company's bottom line. In fact, in avoiding the average two weeks of downtime, a company can add hundreds of thousands of dollars in available 'uptime hours' over the life of the maintenance program.
- Fascan's program ultimately amounts to a 3-year, parts and labor warranty.
- Fascan's quarterly maintenance review often identifies developing problems and repairs them before they can impact a crane's performance.

THE PROBLEM: Downtime for service and repairs costs operators money

The average crane is operated 48 weeks a year, 5 ½ hours a day. A crane should be greased every 40 hours of operation, which on a standard crane, takes two people, and cannot be done while the crane is in use. The result is lost 'uptime hours.' So, owners/operators don't do regular maintenance because they have to stay competitive and on-the-job. Cranes break down from overuse and a) cost the owner to repair or b) cost the manufacturer to repair via warranty. In both cases, it costs the owner through lost working hours and revenue – which could be in excess of \$22,000 per day.





THE SOLUTION: Fascan's SE Boom Crane Maintenance Program

With Fascan's exclusive maintenance program, every Fassi SE Boom Crane – a model specially designed to transport and handle wallboard – has its automatic lubrication systems checked and refilled, its hoses checked, and its filters replaced four times each year for three years. And Fascan pays the bill. These are the elements most susceptible to wear during usual crane usage, and the ones most in need of regular maintenance.

Fascan sends notifications by mail and email to remind owners and operators to perform its own on-site maintenance on the crane's greasing mechanism, which on the Fassi crane can be done by one person while the equipment is in use.

On top of that, Fascan pays the SE Crane owner about \$830 per quarter for the life of the agreement toward maintenance expenses, with a bottom line of \$10,000 paid out per crane through the end of the three-year-period.



THE PROGRAM: The process is simple and easy

On a quarterly basis, FASCAN International, Inc. will reimburse the lesser of actual cost or \$833.34 for SE crane maintenance.

To receive your reimbursement, please submit the following:

- **The completed checklist documenting the performance of the work. The checklists can be printed directly from our web site.**
- **A copy of the invoice from your service center**
- **Payment information:**
- **Your company name**
- **Address**
- **Federal identification number**
- **Telephone number**
- **Name of contact if we have questions while processing your payment**

The servicing center must be an authorized Fassi Dealer or authorized by either Fascan or an authorized Fassi Dealer.

If you are authorized to perform maintenance yourself, please submit copies of the parts invoices along with a statement containing the number of hours incurred and the name of the individual performing the service.



Failure to perform the quarterly maintenance voids the manufacturer's warranty!

EARN up to \$220,000 MORE next year with Fasca's SE Crane Maintenance Program

Fasca will pay you to do it.



FASCAN
INTERNATIONAL, INC.



REACH BEYOND YOUR EXPECTATIONS®

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- ▶ *At an average of \$22,725 of gross delivered product per day, eliminating unscheduled downtime can produce up to \$220,000 in additional revenue each year for every crane you operate.*

With the Fasca maintenance program, users commit to **just one day each quarter** for regularly scheduled preventive maintenance, adding days of productivity to a company's bottom line. Over the life of the maintenance program, this can mean hundreds of thousands of dollars in available "uptime hours."

Plus, Fasca will pay the SE crane owner up to \$833 per quarter toward maintenance expenses—up to \$10,000 per crane over a three-year period.

Fasca's one-of-a-kind program amounts to a stem-to-stern parts and labor warranty on every Fassi SE crane in your fleet.

4517 North Point Blvd. • Baltimore, MD 21219

Count on Fassi and Fasca for more uptime, sales and profits.

For more information, call 800.632.7226 or visit www.fasca.com



*"Construction companies are doing all they can just to stay competitive, and what usually suffers is the care of the equipment," according to Bernie Faloney, CEO of Fascan International. "Eventually, no matter how good the equipment is, if you run it into the ground – you'll end up losing it. Fascan is just trying to use our maintenance program to help our customers bridge that gap. With Fascan's Maintenance Program, you can count on more uptime, more sales – and more profits." – Bernie Faloney
CEO, Fascan International, Inc.*

*"Fascan recognized the challenges of crane owners and operators years ago," says Steve Matson, owner of Empire Repair in Mahwah, NJ, which services and repairs some 250 crane and truck clients throughout the year. "Crane owners needed a stronger maintenance program with more incentives and an easier way to keep up with equipment repair. Fascan got it right with this one." – Steve Matson
Owner of Empire Repair
in Mahwah, NJ*

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