

The place in many shops where hoists have been parted out for one reason or another is commonly called the boneyard. It may go by many different names but many of these hoists have been forgotten.

Sometimes parts have been removed to get another hoist up for rental at a moment's notice. At least this is how it usually begins.

Sometimes these hoists have been damaged and will take a long time to repair. So in the meantime, some mechanics strip these units of all of their usable parts. Soon after this begins, you are left with a hoist that may be too expensive to repair. Some of these hoists seem to be so overwhelming that they never get repaired.

It may not always make sense to rebuild and repair many of these hoists. The repairs that take place now can put you in a stronger position to meet changes in the marketplace that occur quickly. If you choose to spend some time and material on these hoists now, you are preparing for the next big rush. But the cost/benefit of the time and parts expense needs to be considered compared to the asset's value.

Since our business is constantly going up and down with one job or another, it makes sense to service these hoists during the down times. Many times you can diagnose the needs of several hoists, order the parts and work on them in the slower periods. By making a conscious effort to get all of the equipment up, it will not take very long before all of these are rent-ready.

Examining the hoists that are down can also give you a good idea about certain parts that you may need to stock. Stocking parts eliminates the need for overnight shipments and lowers your freight charges. Having the parts on hand shortens your turnaround time for equipment to be readied. Shorter turnaround times and lower freight charges can make many of your customers very happy when they bring in their equipment.

## Tips and Tricks

- Use the Internet to gather the most up to date MSDS sheets for your shop.
- Submit your orders for parts by e-mail. This is simple to do and can be done on the weekend or late at night if need be. Send your orders directly to Customer Service at [customerservice@safeworks.com](mailto:customerservice@safeworks.com). Please make sure to include your company location, purchase order number and which shipping method you want to use.

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