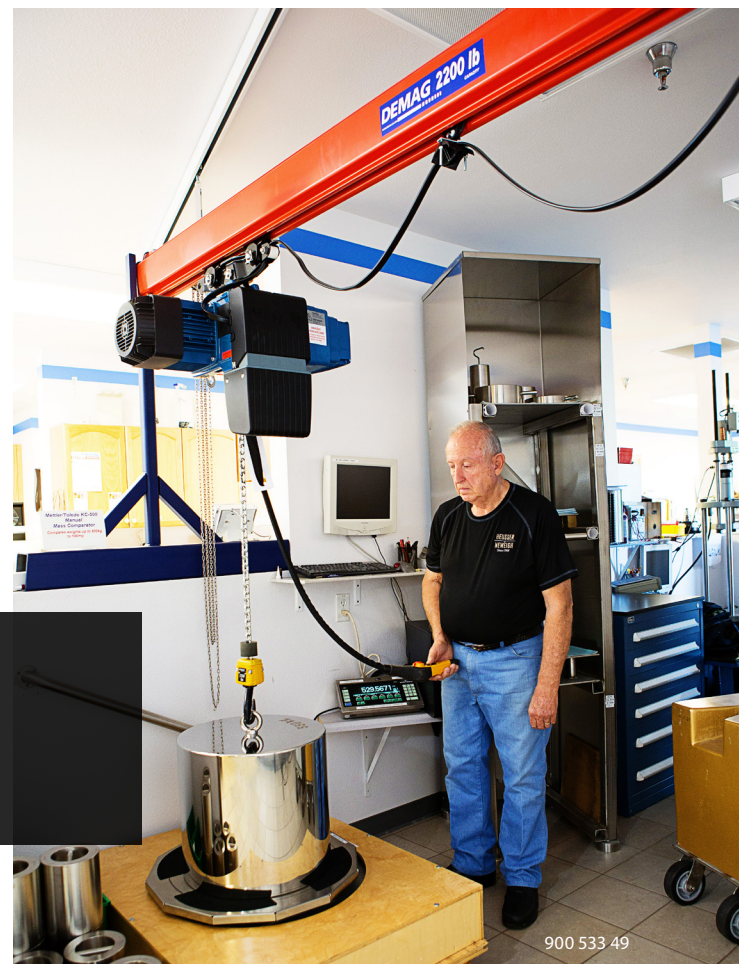


# DEMAG

A TEREX BRAND



Demag hoists drive results

Heusser Neweigh improved productivity by 80%

## Customer Business Challenge

Heusser Neweigh, a California based Metrology Laboratory, has been serving the Pharmaceutical, Government, Forensic, Food and general industry plants and laboratories for 107 years with high-end NIST traceable calibrations.

In an effort to improve productivity, as well as safety, Les Ruefenacht, President of Heusser Neweigh, evaluated a process involving the calibration of weights in the range of 500 to 1,200 pounds. Having performed this task with a hand driven fork lift for many years, Mr. Ruefenacht saw the need for improvement. These large weights are calibrated on a Mass Comparator (scale) that has a very high accuracy. For example, Mr. Ruefenacht mentioned that "if I place three people on the weighing platform and pull a hair out of each of their heads, I could see the difference".

Assuming the process could be improved, Mr. Ruefenacht began researching small cranes and hoists. At precisely the right moment, a technician from a global leading scale manufacturer happened to be on sight performing preventative maintenance on various pieces of equipment. When mentioning the issue to the technician, the technician immediately recommended using a Demag hoist. The technician explained, "I have demag hoists in my laboratory in Switzerland and I recommend them to everyone as I work in various laboratories throughout the world".

Les Ruefenacht, President of Heusser Neweigh

"The Demag DCS-Pro Chain Hoist is a great asset to our facility and has far exceeded our expectations."

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## Terex Material Handling Solution with Demag cranes

With that recommendation, Mr. Ruefenacht contacted a local Demag hoist supplier and within weeks, a 2,200 pound hoist was on Heusser Neweigh's loading dock. With input from Resource Equipment, an ergonomics solutions supplier based in California, and Terex Material Handling, Mr. Ruefenacht engineered the framework needed to install the hoist and ultimately completed the installation.

Today, Heusser Neweigh has reduced the time required to move and handle the weights by almost 80%. The amazing part, Mr. Ruefenacht says, "is the ability to lower the weights on to the weighing platform feels like placing a feather". This is because of the exceptional "one button" control and world class safety and performance features of the DCS-Pro Demag Chain Hoist.

## Excellent Results

"We are very satisfied with how everything is working. Instead of having to manually load the weights on to the comparator, we now simply maneuver the weights into the loading position and let the Demag hoist do the rest, says Les Ruefenacht, President of Heusser Neweigh. "We can even move the weight, once it is on the hook of the Demag hoist into place with our little finger."