



COTES

NEW FIGURES FOR DEHUMIDIFIER RENTAL OPERATIONS

EXPERTS IN HUMIDITY MANAGEMENT

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EXPERTS IN HUMIDITY MANAGEMENT

CRAMO RENTAL SERVICES

DEHUMIDIFIERS THAT MAKE A DIFFERENCE TO EQUIPMENT RENTAL ECONOMICS

Cramo Oy, based in Finland, is a leading European equipment rental services company, providing a comprehensive range of machinery and equipment to meet special needs and short-term requirements in trade, industry and the public sector, as well as for private customers. This rental business includes dehumidifier units.

BIG PROBLEMS – BIG DEMAND

During summer 2011, much of Denmark suffered exceptionally heavy rain, resulting in widespread flooding.

Once the water had subsided, everyone suddenly needed dehumidifiers to dry out businesses, living accommodation and basements. Cramo A/S in Denmark was therefore faced with extraordinary demand, all at once.

NEW WAY TO DRY BUILDINGS OUT

Faced by this unprecedented demand, Cramo suddenly had to investigate other dehumidification solutions.

Contact with Cotes, the Danish specialist manufacturer of adsorption humidity management systems, led to a rapid initial purchase of more than 100 Cotes Mobile dehumidifiers.

EMPTYING UNNECESSARY

Traditional condensation dehumidifiers are normally fitted with containers to collect the moisture condensed out of the surrounding air. After serious inundations these have to be emptied regularly, involving lots of time and manpower.

By contrast, Cramo's new Cotes units are fitted with a hose that simply leads the water away to an outside drain or street gutter.

CUSTOMERS APPRECIATE THE BENEFITS

For Cramo, practical benefits for those who hire dehumidification equipment are good business.

According to Cramo Denmark, one of the biggest advantages of the Cotes adsorption dehumidifiers is that they can run virtually indefinitely and unattended. This means Cramo rental customers don't need to spend time emptying water containers.

Compared with traditional solutions such as condensation dehumidifiers or hot air blowers, Cotes adsorption dehumidifiers use far less electricity and are much cheaper to run.

In addition, users report that these new units dry out cellars, basements and other building structures twice as fast. This means Cramo doesn't need to buy as many dehumidifiers to meet any particular level of demand – which adds up to significantly better return on investment.

ALL YEAR ROUND

Cramo product manager Anders Gøthe points out that there is another key advantage of the Cotes units. "They work effectively at lower temperatures than traditional condensation dehumidifiers, and this means we can rent them out for more of the year – even during the winter."

This means Cramo avoids having equipment idle during the winter, with a positive impact on revenue.

EASY TO MOVE AND STORE

The Cotes Mobile CR240B is a relatively small, lightweight model. It only weighs about 18 kg and can therefore easily be moved by one person. The strong cabinets and small size also mean sixteen of these dehumidifiers can be stacked on a single Euro pallet.

This saves space in warehouses, delivery vehicles and tradesmen's vans, slicing costs all round.

DURABILITY MAKES A DIFFERENCE

For a rental services company like Cramo, the durability of rental equipment is crucial for return-on-investment equations – the longer the equipment lasts and can be rented out, the better the profitability.

Cotes adsorption dehumidifiers are built to be exceptionally robust. The Cotes website even shows one of the company's dehumidifiers being severely mistreated, and then dropped from 2 metres onto concrete – and still working afterwards.

This toughness makes them ideal for equipment rentals, where the units get moved around by people who take little care because they don't actually own the equipment.

"It looks like these Cotes adsorption dehumidifiers will last for five years or more – which will probably make them a really good investment for us."

ANDERS GØTHE
CRAMO PRODUCT MANAGER

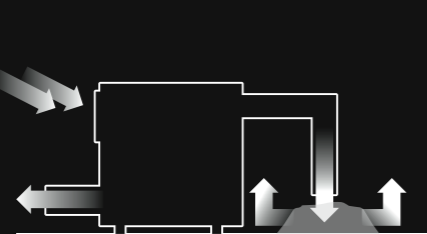
COTES MOBILE

Cotes Mobile dehumidifiers are small, lightweight models that are particularly suitable for the equipment rental market.

REMOVING MOISTURE
FROM WHOLE ROOM



REMOVING MOISTURE
FROM SPECIFIC POINT



REMOVING MOISTURE
FROM BENEATH FLOORS



TALK TO US ABOUT WHAT'S POSSIBLE

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