

## Maxton SafeTach2 (ST2) Case Study

Problem Introduction: Labor costs within the elevator industry have reached historic highs increasing to the point where all workers must produce more volume than ever before in less time. The changing landscape pressures elevator companies to seek tools and solutions to provide the services required with reduced man power while maintaining viable margins. This is a trend that will continue to re-shape the elevator industry and only those that adapt and overcome will succeed.

Question: Have Owners, Superintendents, and Managers within the elevator industry missed the ROI of certain available tools that can reduce time, labor costs and allow reallocation of man hours revealing untapped profits, competitive advantage, and market growth?

1. Possibly these tools weren't marketed in this light
2. Perhaps examples as to how much time could be saved were not clear
3. That leaves \$/hr. losses across their work force to be overlooked
4. Therefore, hiding the quick and substantial ROI on certain tools

Research: Maxton set out to answer the call with the launch of the ST2. This is our most fiscally responsible elevator performance meter to date. Our ST2 beta test results exposed and clarified the four mentioned areas above demonstrating Maxton's ST2 can fulfill a big part of the solution to the costly problem stated above.

Example: X Elevator **labor cost** for single mechanic \$125.00/hr. and \$250/hr. crew rate 2+ mechanics

X Elevator **labor rate** for single mechanic \$250.00/hr. and \$500/hr. crew rate 2+ mechanics

A single mechanic, working on modernizations with the ST2, found that he was able to *collect elevator performance data with graphing to make spot on valve adjustments within 15 minutes*. Using the alternative, a standard hand tachometer, the ability to collect data would require an additional mechanic (2+ crew rate), the performance data wasn't visually clear or as accurate, and it took a total of 45 minutes to get the car running, subjectively, good enough.

For each ST2 unit X Elevator purchases @ \$799.00, used by a single mechanic on just two valve adjustment jobs per day, saves 30 minutes per job, uncovering 1 billable hour at \$250.00 gained. The alternative hand tachometer crew rate scenario lost 1-hour costing \$250.00. *That's a net benefit of \$500 every two valve adjustment jobs done with a ST2.*

Now double that scenario?      \$1000.00 Gain/Saved every 4 jobs  
  -\$799.00 ST2 Cost  
  \$201.00 **ROI in less than 4 jobs**

This demonstrates that each elevator company, across two mechanics using ST2, doing two valve adjustment jobs per day, could **potentially profit as much as \$1,250 per week, \$5,000 per month, and \$60k per year** just on this one way of using the ST2.

Note: All other ST2 users...Consultants, Inspectors, Sales, etc., can achieve similar results with hours saved, more jobs completed weekly/monthly/annually leading to increased profits. Sharing of the ST2 data with customers live or using reporting features will expose run performance shortfalls, decreased performance over time, and allow the causes for these data points to be uncovered and addressed...like replacing a pump before it fails. Decisions from owners and building management will be achieved easier with ST2 supporting data allowing faster sales for parts replacement, repairs, modernization, and/or winning new equipment business. It's time...get your team equipped with SafeTach2 and start turning wasted hours into profits. [Buy Now!](#)