

CIMC

# Raising expectations

Successful container operations worldwide trust Bromma spreaders to deliver high productivity. However, purchasing the best equipment is just one part of the performance equation. To maximize return on investment, it is essential to take the right steps throughout the lifecycle of the spreader.

Bromma is your partner in productivity. Our insight and experience will guide you to more effective spreader usage and better long-term profitability.

### A FIRM GRIP ON THE FUTURE

No terminal can afford to stand still, and an effective spreader strategy is essential to keep things moving. The key is to take the right steps at the right time – knowing when to replace, repair or refurbish, and how to plan maintenance. There is no single correct formula; every operation has different needs, and a wide range of circumstances will have an impact.

Ultimately, it comes down to knowledge, and no one knows spreaders and spreader applications like Bromma. As the most experienced manufacturer and services provider, we understand what it takes to empower informed decisions and take business to new heights.

# Supporting you at every step

Bromma can support every need over the lifetime of the spreader, from evaluation to refurbishment, upgrading and replacement. Through quality, expertise, presence and dedication, we eliminate costly downtime and secure smooth, highly productive operations.



# **EVALUATE**

Downtime is the container handling industry's number one enemy, and a significant proportion of crane standstills are spreader related. Knowledge is the most powerful weapon in the war against downtime. After all, it's always better to anticipate and prevent problems than to fix them.

A Fleet Evaluation performed by Bromma's expert field service engineers gives you a clear picture of the condition of your spreader fleet and a list of recommended actions, enabling you to identify issues before they become problems and saving significant hassle and expense down the line. You will always know what needs to be done, and you can plan for maintenance, replacement or refurbishment at the right time.

You will receive a comprehensive report that details the condition of your spreaders, on an item-by-item basis, and recommendations for cost-effective repairs where needed. The evaluation includes a thorough review of the steel structure and mechanical, hydraulic and electrical systems.

Fleet Evaluations are a highly effective way to ensure smooth day-to-day operations with no unexpected interruptions. They can be carried out ad hoc or on a scheduled basis according to your needs. Contact us to discover what a Bromma Fleet Evaluation could do for your peace of mind and bottom line.

### **REFURBISH**

Refurbishment can add several years to the lifetime of a spreader and may be a sound economic decision in some cases. However, it is important to bear in mind that the viability of refurbishment is affected by many different factors. And while components and systems can be returned to factory specifications, it is not possible to undo wear and fatigue of the steel structure, which is the main limitation in most refurbishment scenarios.

Where refurbishment is indicated, the work should always be carried out by an expert partner. Bromma has unmatched spreader knowledge and experience. We have the capabilities to bring your spreader back up to the highest possible level of performance. And, most importantly, we can determine whether a refurbishment is likely to yield your desired return on investment.

A refurbishment project begins with a thorough inspection of the spreader structure, sub-systems and components. Typical areas for refurbishment include electrical and hydraulic components, end beams, flipper arms, twistlocks, telescopic chains and sliding pads.

Curious about the economics of refurbishment? We will give you the full picture.

## **UPGRADE**

Bromma is committed to continuous innovation, and we want all our customers to benefit. That's why we offer performance upgrades for older spreaders, adding new functionality that can lift performance and productivity. The benefits are clear – even small increases in handling efficiency and uptime can result in significant financial gains.

Bromma spreaders can be retrofitted with technology that is especially beneficial for use with high-speed cranes. Retrofit products include CANopen serial crane communication, HIS (Height Indication System), LED indicator lamps, SCS (Spreader Control System), TTDS (Twin-Twenty Detection System) and Load Sensing.

Your existing fleet can do more than you expect. Contact us to discover unexpected potential.

## **REPLACE**

There is an optimum time to replace every spreader, but this differs according to usage. It might seem logical to prolong service life for as long as possible, but that is not always the most economical approach. Over-utilization of a spreader can lead to reduced productivity, increased repair and maintenance costs, expensive downtime and under-utilization of the next spreader.

The key to getting maximum return on investment from every spreader lies in understanding the pattern of usage and knowing when it no longer makes financial sense to keep a spreader in operation.

Bromma has put considerable resources into investigating this question. We understand how spreader usage affects wear, and we are committed to providing you with insight that will help you make sound investment decisions.

Wondering whether the time is right to replace a spreader? Contact us and get the definitive answer for your operation.

# Spare parts & software to keep you ahead

Your purchase of a Bromma spreader is just the start of a relationship for long-term success and competitive edge. We offer everything you need to stay productive, boost performance and future-proof your business.

### **GENUINE SPARE PARTS**

Container handling is one of the toughest operations there is. The stresses on equipment are massive, and so are the consequences of component failure. Non-genuine spares are not tested to withstand the demands of terminal operations and can end up being a costly mistake.

Bromma genuine spare parts keep your spreader at the same uncompromising level of performance. They are made to withstand constant punishment in the harshest conditions, from corrosive environments to extremes of temperature and humidity. Simply put, if it's not a Bromma part, it's not built for the job.





It's not enough for parts to be tough – they also need to be accessible when you need them. We keep large stocks of Bromma genuine spare parts in key locations worldwide, ensuring your operations will continue without interruption.

### Rapid delivery

Time is critical, and we put significant resources into securing the fastest possible delivery times. Wherever you operate, we will get your Bromma genuine spare parts to you quickly and smoothly - under 24 hours for many locations around the world.

### Simple and straightforward

We make it easy to get your Bromma genuine spare parts. Our online ordering system is quick and simple to navigate, and the catalog is always at your fingertips.

#### Recommended spare parts

We have also created a range of spare parts kits, which are convenient packages of the spares you are most likely to need.

Want to know more about how we can meet your needs? Email parts@bromma.com

# PRODUCTIVITY WITH BROMMA SPREADER MONITORING SYSTEM

Get an instant single view of the health condition of every spreader in your fleet with a cloud based service designed to help terminal operators to detect and prevent spreader failures, prioritize and plan maintenance operations and resolve potential problems before they become real.







