

Dealer/Contractor Gets More Than His Money's Worth from Lincoln Quickclub® System

Dane Lowry, VP Equipment Manager RGW Equipment Sales

RGW is an Authorized TEREX Dealer. A majority of the business is RPO.



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RGW Equipment Sales

For more details on this system and others, visit www.LincolnBuilds.com or your local Terex dealer.

Q – How did you hear about Lincoln Quickclub?

A – We received a TXC420LC-2 with a system installed. The installation looked good so I quickly put it to the test. This excavator went into my rental fleet and I located it in the sand pits. This is about as rough a location for lubrication needs. Pins wear out quickly if not lubricated daily.

Q – Did it perform?

A – The autolube system kept the abrasives off the pins and well lubricated. I have over 1400 hours currently on this machine at this location and my pins are in good shape.

Q – What type of equipment do you have with autolube?

A – I have a TR60 Haul Truck and this TXC420LC-2. I just purchased a new TXL400-2 wheel loader that just had a new Lincoln Quickclub system installed. I plan to put it in the same application (sand pits) as the TXC420LC-2. It will have the same issues as the excavator with pin wear so the Quickclub system is needed. I also purchased a new TXC520LC-2 and I am putting a Quickclub system on that. It's going into rental also.

Q – Why do you put Quickclub on your rental machines?

A – I just don't know if they are getting greased and this system gives me the confidence that it is. The other day I got a call from the customer renting my TXC420LC-2. He said that a light in the cab was flashing and he wondered what it was. I told him to fill the grease reservoir and reset the light. His problem went away and so did mine.

Q – What type of savings do you see with the Quickclub system?

A – Wear on the machines. I do not have dry pins, so I do not have to replace them. As I said, it takes the human error out of the equation. It also saves my customer the time it takes to grease his machine every day, assuming he does. They can really appreciate that. Down time costs them money also.



Lincoln Quicklub® Return on Investment on a Terex Excavator

Annual Costs to Manually Lubricate an Excavator (Based on the Costs from a Dealer in CA)

Operator rate = \$25/hour, Excavator Production Value = \$320/hour, 50 weeks/year

Labor

30 minutes / day to lube x \$25 / hour x 50 weeks / year \$3,125.00

Lost Production

30 minutes / day x \$320 / hour x 50 weeks \$40,000.00

Annual Cost to Manually Lubricate \$43,125.00

Annual Costs to Repair Failed Components

Bucket Pin (2 times / year @ \$3,500.00 each) \$7,000.00

Cost for Replacement Excavator \$2,000.00

Annual Repair Cost \$9,000.00

Total Costs for Manual Lubrication per Excavator \$52,925.00

Estimated Savings with a Lincoln Automatic Lubrication System

	% Savings	\$ Savings
Labor and lost production to manually lubricate	95%	\$ 40,968.75
Parts, labor and lost production to repair failed components	50%	\$ 4,500.00
Total Annual Savings		\$ 45,468.75

Return on Investment

Quoted installed Quicklub® System cost / machine \$8,830.00

System Cost / Annual Savings X 12 Months = R.O.I.

\$8,830.00 / \$45,468.75 X 12 Months = **2.33 Months**

First Year Savings per Excavator = \$36,638.75

For additional information or to order Quicklub® System Kits for your excavator, contact your local Terex Dealer.