

The background of the entire page is a close-up, high-angle shot of water with numerous small, concentric ripples. The water is a deep, dark blue color, and the ripples create a complex, textured pattern of light and shadow across the surface.

NEW FIGURES FOR DEHUMIDIFIER RENTAL OPERATIONS

COTES DEHUMIDIFYING SOLUTIONS

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NEW FIGURES FOR DEHUMIDIFIER RENTAL OPERATIONS

Adsorption humidity technology makes a big difference in equipment rental services



Lightweight Cotes CR240B dehumidifier

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Big problems – big demand

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.

During the summer of 2011, Cramo A/S in Denmark was faced with extraordinary demand for dehumidification equipment, when the capital city of Copenhagen – in particular – was pummeled by exceptionally heavy rain. This resulted in widespread serious flooding of basements and cellars.

Once the water had subsided, it seemed everyone suddenly needed dehumidifiers at the same time. Shops, restaurants and other businesses needed help to dry out low-lying premises so they could begin to re-establish their operations. Residents of houses and apartment buildings were desperate to get hold of dehumidifiers to dry out both living accommodation and storage areas. And building tradesmen of all kinds were unable to start work until the waterlogged structures and spaces were sufficiently dried out.

New way to dry buildings out

Traditional condensation dehumidifiers had always been on the list of equipment that Cramo rented out. Faced by this unforeseen situation and the unprecedented all-at-once demand, the company surveyed the market for other types of dehumidifiers.

This resulted in contact with Cotes, the Danish manufacturer of adsorption humidity management systems. According to Cramo A/S Product Manager Anders Gothe, Cotes technology presented an interesting new business opportunity, and Cramo therefore bought more than 100 Cotes CR240B units.

The CR240B is a relatively small model that only weighs about 18 kg. This means Cramo can easily transport them around if needed. These units can easily be moved and carried by one person, which is ideal in homes and small businesses.

No need to empty

Traditional condensation dehumidifiers are normally fitted with trays and containers to collect the moisture condensed out of the surrounding air. These containers have to be emptied at least once a day, and this is particularly important when cellars and basements – and their contents – are very wet.

According to Anders Gothe and his staff, one of the biggest advantages of the Cotes dehumidifiers is that Cramo customers don't need to spend time repeatedly emptying such containers. Instead, the new Cotes units are fitted with a hose that leads the water away to a drain or street gutter, which means they can run unattended for a virtually indefinite period. Manpower can then be put to better, more productive use.

Customers appreciate the benefits

For Cramo Denmark, business is also better because those who hire dehumidification equipment also reap important practical benefits. Firstly, they are virtually silent while running, emitting only 58Db(A) – a big advantage close to where people live and work.

Compared with traditional condensation dehumidifiers or hot air blowers, Cotes adsorption dehumidifiers use much less electricity, which gives users big savings when the units are running all the time. In addition, users report that this new type of equipment dries out cellars, basements and other building structures twice as fast. This helps limit the disruption caused by flooding, and also means repairs and

renovation work can start quicker. And for Cramo, this means the company doesn't need to buy as many dehumidifiers to meet any particular level of demand.

All year round

Anders Gothe points out that there is another key advantage of Cotes dehumidifiers. "They work effectively at lower temperatures than traditional units, and this means we can rent them out for more of the year – particularly during the winter," he says. According to Cotes figures, a CR240B dehumidifier normally operates with an energy efficiency of 1.3kW/kg at 20°C/60% relative humidity, and 1.8kW/kg at 10°C/50% relative humidity.

For Cramo, this avoids having equipment lying idle during the winter, as well as having a positive impact on the company's revenue stream and return-on-investment calculations.

Tougher than the rest

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

This kind of toughness makes them ideal for use in equipment rentals, where the dehumidifiers get manhandled and moved around by people who aren't very careful, because the equipment isn't theirs.

Small size saves space

The strong cabinets also mean Cotes dehumidifiers are easy to stack for transport. The compact design means sixteen CR240B units can be stacked on a single EURO pallet. As a result, both Cramo and its customers save space in warehouses, delivery vehicles and tradesmen's vans, helping pare down costs all round.

Durability makes a difference

For a rental services company like Cramo, the effective service life of any rental equipment is a key part of the return-on-investment equations – the longer the equipment lasts and can be rented out to generate income, the greater the profitability. According to Anders Gothe, "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."

Dealing with a wet future

For Cramo in Denmark, providing dehumidification equipment rentals is a key strategic decision. Recent years' Danish experience with heavy precipitation and the resulting flooding – and the inability of the existing infrastructure to deal with such sudden, heavy inundation – has clearly highlighted this need.

"As a supplier, Cotes has been extremely professional. They've been good at keeping us informed about delivery times, and provided us with tip-top service and follow-up throughout. For us at Cramo, this was a big plus. Based on our experience with Cotes thus far, we expect to purchase more of this type of equipment," says Anders Gothe.

