



## Industry: Chemical

- A customer urgently contacted Martin Friday evening after business hours in need of roller chain sprockets.
- Martin completed the parts and had them prepared for a hot shot delivery to the customer Saturday morning by 9:00 AM.



### Why Martin?

**Inventory.** We maintain large inventories to ensure superior service to all customers.

**That Personal Touch.** When you call Martin a real person will answer your call every time.

**Complete Manufacturer.** We manufacture what we sell, which means we control the quality, inventory levels, deliveries and the cost of our products.

**After-Hour Emergencies.** Each of our locations have people on call for stock, altered and made to order products 24 hours a day, 7 days a week, 365 days a year.

**Superior Field Support.** We have field professionals who understand our products, processes, and services. They are available to help better match our offerings with your specific needs.

### Challenge

- A chemical plant faced an urgent need for roller chain sprockets after the plant was forced to shut down production after a part failed. The plant reached out to Martin Friday evening to see if they could re-bore the parts on short notice.

### Solution

- Martin's local branch was able to rebore the sprockets the same evening and have them ready for pickup by 9:00 AM the next day. Despite the time constraints, Martin completed the reboring process, to meet the customer's requirements.

### Impact

- By quickly re-boring the roller chain sprockets, Martin enabled the chemical plant to avoid significant production downtime. The hot shot delivery of the re-bored sprockets to the chemical plant by 9:00 AM on Saturday ensured minimal disruption to operations.



### Bottom-Line Results

#### After Hours Service

(\$2575.22 Downtime Cost per Hour X 24.00 Hours of Recovered Production)

#### Documented Cost Savings

**\$61,805**

Learn more about Martin and Power Transmission & Material Handling solutions at:  
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