



## Industry: Pet Food

- A customer experienced a breakdown and reached out to Martin to order gears.
- Martin was able to modify stock gears to fit the customer's requirements and get them up and running in days not weeks.



### 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

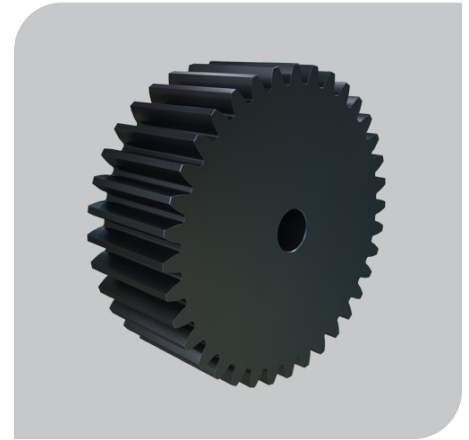
- A pet food manufacturer reached out to Martin when they experienced a breakdown situation that forced them to stop production. When they reached out to their original equipment manufacturer they were quoted a twelve-week lead time for the gears needed to get them up and running again.

### Solution

- Martin located stock gears on the shelf that were similar to what the plant needed. Altering existing stock allowed Martin to complete the gears in a fraction of the time they were originally quoted by the OEM.

### Impact

- Making modifications to the stock gears helped the plant resume operations as quickly as possible. Providing fast and reliable service meant the customer was running in days not weeks reducing downtime and saving them substantial downtime costs.



### Bottom-Line Results

#### Downtime Avoidance

(240.00 Anticipated Hours of Downtime - 72.00 Actual Hours of Downtime) X \$2575.22 Downtime Cost per Hour X 1 Line(s)/Machine(s)

#### Documented Cost Savings

**\$432,636**

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