



## Industry: Salt

- Major national salt company faces expensive downtime because of a critical made-to-order piece of equipment.
- Martin's 1-day made-to-order emergency service avoided the downtime.

**Documented Cost Savings - \$185,415**



### Martin Reduces Costs with material handling Solutions

Screw conveyors are the ideal solution for hard to transport materials ranging from irregularly shaped dry solids such as scrap wood and metals, to semi-liquid and sticky materials including pulp, compost, food & beverage refuse, hospital waste, and wastewater products.

Conveyors can be designed and manufactured using a variety of standard and non-standard materials to fit any custom application.

Screw conveyor products are available as individual or loose components or complete, shop-tested and assembled solutions to fit both existing and new applications.

### Challenge

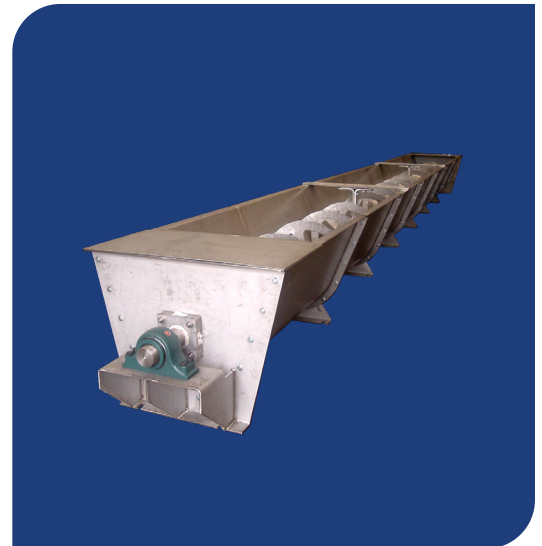
- A major national salt company had a broken stainless steel screw conveyor drive shaft on a critical piece of equipment.
- Without this drive shaft, the conveyor system would not be able to run and the plant would experience excessive downtime.

### Solution

- Martin was able to manufacture in 1-day a new stainless steel drive shaft from raw material that was in-stock.
- A new made-to-order drive shaft was manufactured and on-site in one day preventing the conveyor from being out of operation and loss of production.

### Impact

- Martin's emergency service and stock materials allowed a major national salt company to avoid downtime on a critical piece of equipment and a significant loss of production. The total calculated savings for the salt company totaled over \$185,000.



### Bottom-line Results

#### Downtime Avoidance

(\$2,575.22 downtime cost per hour x 72 potential downtime hours)

#### Downtime Avoidance Savings

**\$185,415**

Learn more about Martin and power transmission & material handling solutions at:  
[martinsprocket.com](http://martinsprocket.com) • 817.258.3000