



Industry: Salt

- A salt company needed several gears with taper bushings for expedited delivery.
- Martin was able to offer a fifteen work day expedite for the requested gears.



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 major salt company needed several replacement made-to-order gears delivered complete with a taper bushing installed.

Solution

- Standard lead time for the made-to-order gears was 35 work days, but Martin was able to offer a 15 work day delivery option at a competitive price. Martin manufactured and shipped the S424 gears one day early, then the S444 gears the following day on the expected delivery date.

Impact

- Martin's ability to reduce the standard lead time by 20 days ensured the customer was taken care of quickly and helped minimize lost production time. The total calculated savings for the salt company totaled over \$927,000.



Bottom-Line Results

Downtime Avoidance

(Emergency Service + Engineering Assistance)

Documented Cost Savings

\$927,079

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