KWS Delivers Replacement Screws Ahead of Scheduled Outage

Flour is an ingredient used in most food products throughout the world. Most flour is created by grinding and processing wheat. US farmers grow about 60 million tons of wheat per year to meet the demands of the US and world market. Screw conveyors are used throughout the agriculture and flour milling industries for conveying whole grains as well as finished milled flour.

Challenge
A large flour milling operation uses scheduled outages for preventative maintenance of conveying and processing equipment. The plant realized a few days before an outage that replacement screws had not been ordered for a critical area of the plant. The plant could risk catastrophic failure if the current screws were not replaced.

Solution
As strategic partners, Motion Industries and KWS quickly developed a plan to meet the end user’s needs. A KWS trained, Motion Industries account representative went to the mill and took critical measurements of the screws needing replacement. The information was transferred to KWS and an order was in process within 24 hours. Standard lead time for the made-to-order replacement screws was 15 days. KWS reduced the lead time by over 50-percent and delivered the screws in 7 days, saving potential downtime.

DOWNTIME AVOIDANCE

Total Savings: $153,600.00

SAVINGS ANALYSIS

$800.00 per hour
x 8 days
x 24 hours per day
= $153,600.00

"The KWS training school was very informative and helped me feel comfortable selling screw conveyors. Value-added selling is the reason my sales continue to grow.
Thanks, KWS!"
— Motion Industries Branch Manager