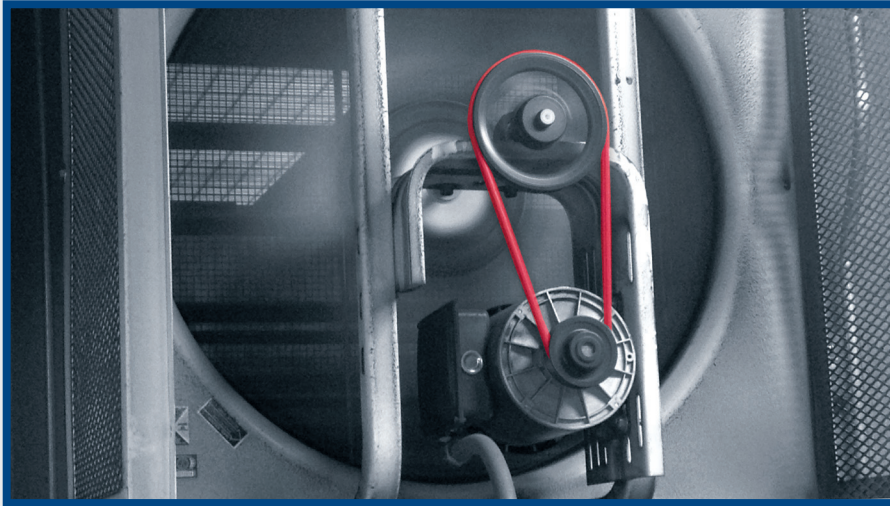


# Success Story

COMMERCIAL HVAC - Fan/Blowers-Standard

# POWERTWIST®



## Problem

- Excess working capital tied up in inventory
- Belt replacement performed every 6 months
- Belts stretched and lost efficiency requiring re-tensioning

## Solution

- Inventory is reduced to a few boxes of B/5L POWERTWIST and belts are made to the required length on-site. The right amount of inventory is on hand at all times.
- Life extended to 18 months
- POWERTWIST does not stretch and does not require re-tensioning.

## Calculated Cost Savings

Added Value of POWERTWIST	Urethane Belts	POWERTWIST	Difference
<b>Operation Cost Savings</b>			
Cost of belt used per year	\$35	\$45	\$(10)
Freight/Shipping costs for belt ordered	\$16	\$6	\$10
<b>Labor Costs Savings</b>			
Time needed to change belts	\$75	\$10	\$65
Time needed for purchasing/warehousing/stocking of belts	\$100	\$50	\$50
Emergency purchase trips to restock/resupply belts	\$6	-	\$6
<b>Total savings for 400 units with POWERTWIST</b>			<b>\$48,400</b>

## Annual Cost Savings

# \$ 48,400

- **67% reduced labor costs**
- **Eliminated emergency purchase trips**
- **Reduced maintenance time**
- **Reduced noise**

