



Customer
Snack food manufacturer

Industry
Food

Application
Oven and fryer discharge conveyor

Rexnord Solution
MatTop FTR R8506 Chain

Total Annual Savings
\$23,930

For a detailed cost analysis for your application, contact your local Rexnord Representative.

MatTop Chain Delivers Healthy ROI to Snack Food Manufacturer

Challenge

One of North America's largest snack food manufacturers was making preemptive replacements to conveyor chain that cost the company \$43,180 per year.

- Oven and fryer discharge conveyors are a tough application where the combination of vegetable oil and high product temperatures can quickly degrade a conveyor belt, causing unexpected breakage and unscheduled downtime.
- As a preventative measure, the customer was replacing their hot corn-chip conveyor chain every three months.

Rexnord Solution

Rexnord replaced the customer's current modular plastic conveyor chain with a Rexnord® MatTop® Fryer Temperature Resistant (FTR) R8506 Chain in April 2007 which:

- **Offered a longer chain life in this tough application** since the chain is made of a specially formulated material (FTR) capable of handling contact temperatures up to 325 degrees Fahrenheit.
- **Lasted twice as long as the former chain after ten months.** The chain was removed for evaluation as part of a standard material validation procedure where analysis showed no measured sign of wear on the pins or the chain link samples.
- **Lasted 12 times longer than the previous chain after three years.** Based on the successful results, another Rexnord MatTop FTR Chain was installed.

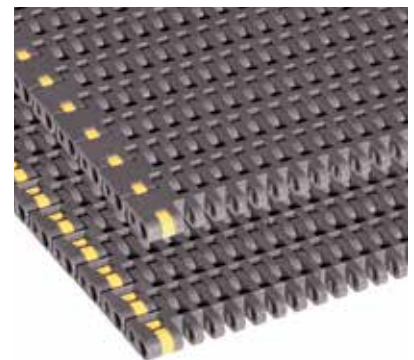
Rexnord Solutions and Savings in Action

Since installing this Rexnord solution, the customer:

- Experienced dramatic savings in acquisition and installation costs as a result of the longer life expectancy of the chain that was delivered.
- Reduced the annual budget for this application by 88 percent, even though the initial acquisition cost of the chain was slightly higher than the current product.



The Rexnord MatTop FTR R8506 Chain handles temperatures up to 325 F.



Rexnord MatTop FTR R8506 Chain

Calculating the Annual Total Cost of Ownership (TCO)

Rexnord partnered with the customer to determine their current costs compared to the TCO using the Rexnord solution. Factors considered were:

- Acquisition costs
- Installation costs
- Expected life

Annual Cost Analysis Breakdown (in \$USD)

Acquisition Costs

	Purchase Price	Expected Life (yrs)	Total
Current product	\$6,325	0.25	\$25,300
Rexnord MatTop Chain	\$7,456	3.00	\$2,485
Annualized Savings			\$22,815

Installation Costs

	Cost/Install	Installations/Year	Total
Current product	\$304	4.00	\$1,216
Rexnord MatTop Chain	\$304	0.33	\$100
Annualized Savings			\$1,116

Rexnord Solution Annual Savings Summary

Total current cost	\$26,516
Total proposed cost	\$2,586
Total savings per year	\$23,930
TCO reduction percent	90%

Total Cost of Ownership Annual Savings: \$23,930