



June 8, 2009

E24 Real-World Cost Savings Realized

Purchase order awarded because of E24EZ features

A very determined Hytrol distributor recently completed a project that involved cases going through a packing operation consisting of six lines feeding tapers. After exiting the tapers, five of the lines fed at a right angle into a takeaway line. That takeaway ultimately fed a perpendicular line carrying cartons to a manual palletizing area. The last taper fed into a 45 degree offset and then straight into the manual palletizing area. (*See layout below*)

The original proposal called for 28" OAW 190ACC and 190LRC conveyors combined with photo-eyes and PLC control at merge points. The project contained a total of 10 drives ranging from 1/2 HP - 2 HP. Total linear footage including the curves was approximately 200 feet. When this initial proposal was presented to the customer, it was rejected due to budget constraints. Initial cost estimates for the project were as follows:

Conveyor hardware	\$ 45,322.00
Electrical and Controls	\$ 20,000.00
Mechanical Installation	\$ 4,000.00
Total Installed Price.....	\$ 69,332.00

Rather than give up since the initial proposal was rejected, the distributor went back to the drawing board using E24EZ conveyor. By exploring the technology and cost-saving features that E24EZ allows, he was able to cut considerable cost out of the initial bid.

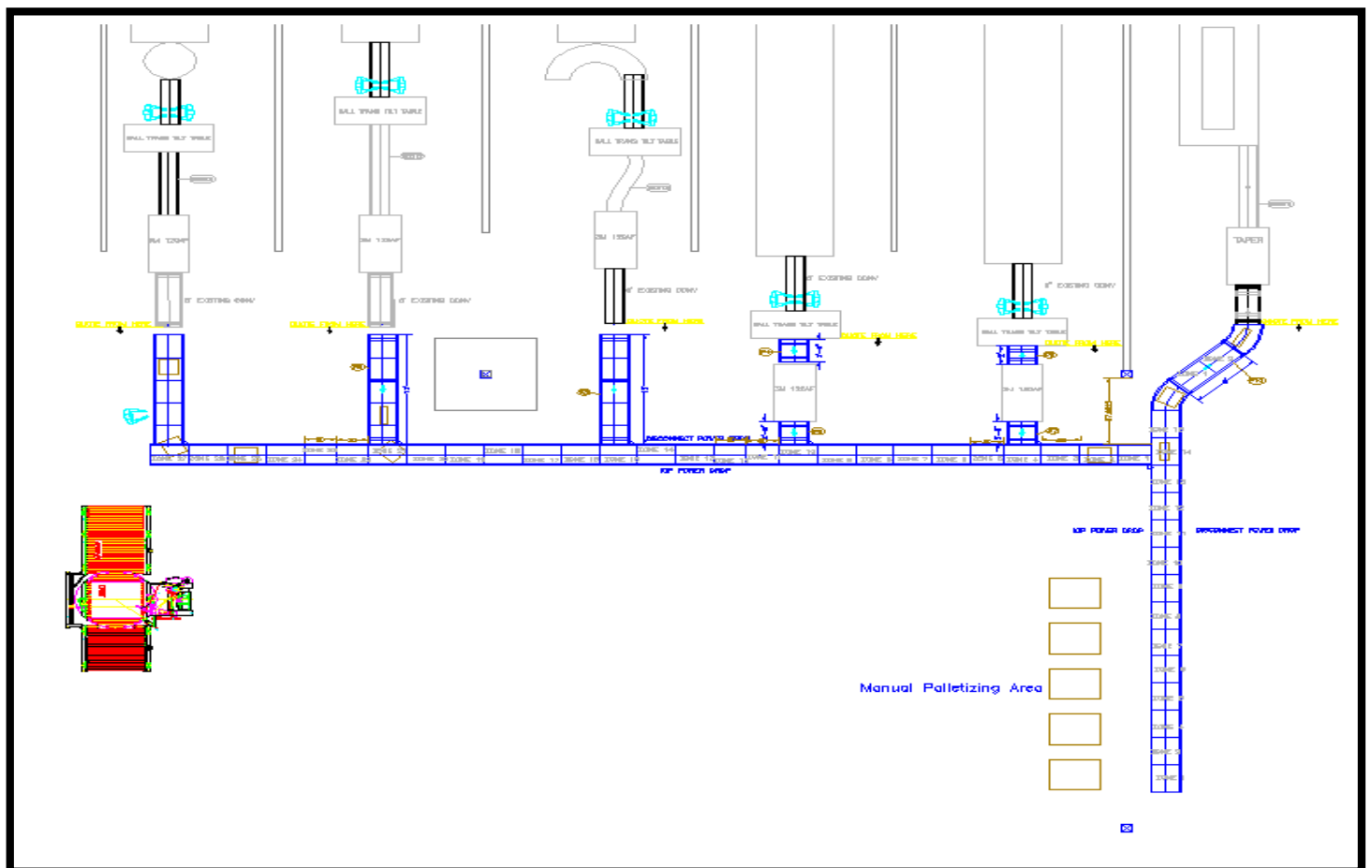
Utilizing the design flexibility of E24EZ technology they were able to provide the customer with zero-pressure accumulation throughout the entire system. This alone created a significant cost savings from the original minimum pressure proposal. In addition, PLC controlled merge points were replaced with inline control by assigning priority to the feed lines and utilizing enhanced EZLogic module outputs to signal accumulation on the primary takeaway. The entire system required only *two* main power drops for motor power and *two* drops for Ez-Logic IOP control power as opposed to the ten drives and control devices in the original proposal.

In the new proposal, the distributor was able to show the customer a savings in mechanical as well as electrical hardware and labor. The revised proposal was:

Conveyor Hardware	\$ 42,158.00
Mechanical Installation	\$ 3,000.00
Electrical Installation	\$ 000.00
Total Installed Price	\$ 45,158.00

The new proposal was 35% less than the original proposal and within the customer's budget. The distributor's ingenuity combined with the flexibility of E24 and EZLogic technologies resulted in the project being awarded and completed successfully. Installation of the entire system took less than two days and required no electrician. The customer, who is completely satisfied with the new system wound up with a low maintenance, low noise, zero pressure conveyor system as opposed to the original proposal for minimum pressure conveyor at a higher price, longer install and more electrical drops required!!!.

When working on your next layout and proposal, take time to evaluate these technologies. You may find cost savings or application improvements or perhaps, as in this case study, both. Contact the factory for assistance!



Actual plant layout of successful E24EZ implementation!