

Dear Reader,

At SEW-EURODRIVE, we pride ourselves on delivering drive solutions that meet your exact specific requirements. The article below illustrates how we did this in practice, for our customer Marion Mixers, Inc., located in Marion, Iowa, a manufacturer of custom mixing equipment.

SEW custom configured an MC Compact heavy-industrial gearbox for Marion Mixers' pigment and wood chip blending system. This resulted in savings of thousands of dollars because of the higher service factor, and about six man-hours saved per unit on assembly.

The article below is a 5 minute read and gives you all the details!

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Drive technology TODAY

Marion Mixers, Inc. saves cost and time while improving application service factor by 15%.

Challenge

► Marion Mixers, Inc., located in Marion, Iowa, manufactures custom mixing equipment, which it exports globally to companies that process food, aggregates, cement, and wood chips. Doug Grunder, Vice President of Marion Mixers, was having a hard time getting parts from his supplier when he needed them. He was also looking at ways to cut costs. "As the cost of doing business continues to rise because of hikes in benefit cost and other things, I need to find ways to reduce my cost while improving my supply resource."

Solution

Doug's answer came in the form of a custom-made solution. "The SEW-Eurodrive rep walks through my shop on a weekly basis, and he came to me with a solution: 'I'll custom modify the MC—compact gear box to meet your needs. We'll machine our largest metric hollow bore to your specifications. And we'll pre-assemble these drives for you in our South Carolina Plant. We will mount a V-belt drive, guard, and motor, and send the whole thing as a package.'"





Results

"We did a spreadsheet of cost savings," says Doug. "Though the reducer costs more upfront, the package price beats out components purchased separately—and it even has a higher service factor. I don't have to turn a shaft down, which saves me thousands of dollars when multiplied by several units, and I save about six man-hours per unit on assembly. The SEW gearbox rating has improved my application service factor by at least 15%. And SEW is stocking a year's worth of product for me in my color of blue. Whenever I want to send a truck to pick up a unit, it's ready."

"It's unique for a gear manufacturer to put that together," says Doug. "And it's working well. I like being able to pass the savings on to my customers. This was a pretty special thing." Jim Magill, Product Manager for SEW-Eurodrive says, "The Marion Mixers story is a good example of the way we do business. We are focused on finding very useable solutions for our clients—solutions that make an actual difference in areas like cost, production, service, quality, or convenience. We are very serious about being a complete supplier, providing one source for all the customers application needs." ◀



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