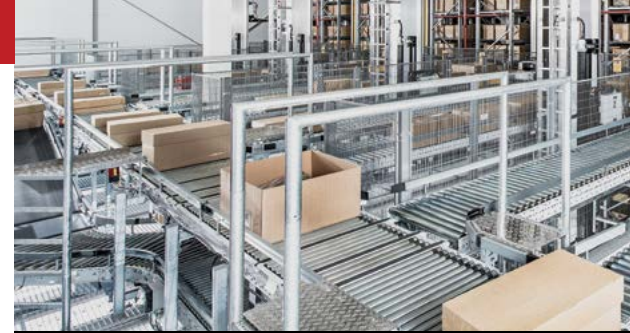


CASE STUDY 2:

DISTRIBUTION CENTER LIVE ROLLER BELT (LRB) SOLUTION

INDUSTRY	Distribution Centers
FACILITY SIZE	2.5m sq ft
EQUIPMENT TYPE	BDLR (Belt Driven Live Roller) high-speed conveyor system
THE PROBLEM	<p>Limited Belt Life: OEM belt needs to be replaced 3-4 times per year on average due to low cord density</p> <p>Long Lead Time: Average lead time for LRB from OEM is 3-4 weeks and DC's normally stock 4x 500' rolls as a result</p> <p>Price to End User: BDLR conveyor system manufacturer does not produce LRB, resulting in higher cost to the DC</p>

THE SOLUTION	<p>GATES TPU LRB-45</p> <ul style="list-style-type: none"> ■ Longer Belt Life: Higher cord density in the belt reduces PM belt replacement frequency to 1-2 times per year ■ Shorter Lead Time: 1-2 day lead time from Gates TPU reduces DC inventory carrying costs ■ Sold through Distribution: Gates TPU sells only through distribution, resulting in lower cost per foot to DC ■ Ease of Installation: OEM welding parameters can be used to install Gates TPU LRB-45 or splice with existing OEM belt ■ Reliability: Gates TPU LRB-45 installed for 6 months has outperformed OEM LRB in reliability and reduced downtime
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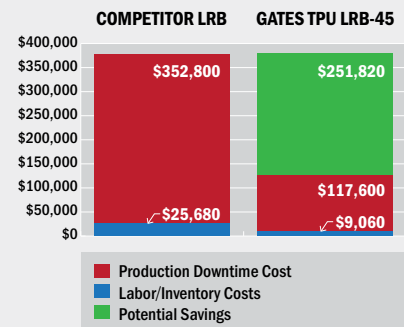


COST SAVINGS

Gates TPU LRB-45 provided over **\$250,000** of potential annual savings due to:

- LESS PRODUCTION DOWNTIME
- LOWER LABOR EXPENSE FOR BELT REPLACEMENT
- REDUCED INVENTORY CARRYING COSTS

HOW THE SAVINGS ADDS UP



FACTS

- BDLR conveyor systems in facility: 28
- Production downtime cost (line): \$1,400 / hr
- Belt replacement labor cost: \$270*

*Belt replacement requires ~3 maintenance personnel for 3 hours @ \$30/hour

To learn more or speak with a specialist about your requirements, contact us:

P: (603) 890-1515

P: (800) 394-4844

E: contact@gates.com