



AMERICAN PRESS TECHNOLOGIES, Inc.

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TIPS for JUSTIFYING PURCHASES to IMPROVE RELIABILITY

To assist our customers in justifying their projects, we will discuss some considerations that are easily overlooked, or difficult to define. We will address costs and benefits hidden in the following areas:

- Downtime
- Operational efficiency
- Training costs
- Production scheduling
- Maintenance utilization
- Managerial Efficiency
- Generic parts

While the significance of these items will vary by the nature of the project under consideration, we believe they are important factors in any project. All of our systems are carefully designed to insure these issues are addressed in a manner that provides the maxim return for your investment.

Downtime

The reduction of the time needed for making repairs to equipment that should be running is the most obvious and measurable benefit. Our systems typically operate with under 2% downtime for unscheduled repairs.

Operational efficiency

Reliable equipment offers a huge improvement in operational efficiency that is often overlooked and difficult to quantify. This gain is due to several factors:

- a. Problems often develop long before they are identified, and their causes found. These problems often generate more losses in time and materials before they are identified than they cost to repair.
- b. Loose guard switches and bad electrical contacts often cause intermittent problems that operators live with for such a long time that it becomes “the norm” for the equipment to operate inefficiently. These problems are typically more annoying than a catastrophic failure. They tend to be under-reported. While they may be easy to repair, they can be extremely difficult to identify. Because the press will still run, the problems fall off the radar. They definitely do not fall off the list of inefficiencies.

c. Poor machine image definitely has an adverse effect on productivity. For the same reason that housekeeping is important to all good managers, reliable equipment is extremely important. Good housekeeping establishes a culture demonstrating that you are serious about your business. Unfortunately, it takes more than a broom and a paint brush to create the culture needed to be productive. Good, well-maintained, reliable (not necessarily new) equipment is required for employees to take seriously the demands for quality and productivity. Unreliable equipment always speaks louder than housekeeping. A 10% improvement is usually a very conservative estimate. We have seen gains exceeding 20%.

Training costs

Systems that are much simpler to operate, troubleshoot and maintain reduce training costs. The more intuitive the system, the quicker it is understood, and the fewer mistakes made. Documentation written in English is a big help. Better organization - especially if designed for use in the field by the average technician - promotes quicker understanding. We are very proud of our project organization and documentation and have samples that we will gladly show you before you make any commitments.

Production scheduling

The benefits of just-in-time scheduling and continuous operations are well known to financial people. It is simply not possible to have either with unreliable equipment. Support departments must be able to depend on manufacturing production. Just-in-time and continuous operations are not no-cost options.

Maintenance utilization

It is impossible to make efficient use of maintenance personnel when much of their time is spent making unscheduled repairs. It is not possible to schedule and plan for random unscheduled break-downs. Maintenance people greatly appreciate the reliability and ease-of-service that our systems provide.

Managerial Efficiency

Managers who are not overwhelmed with keeping their equipment operating have the opportunity to focus on other important issues.

Generic parts

Readily available generic parts shorten downtime for repairs and reduce inventory costs.

The performance of our updated equipment compares favorably with new equipment on the market today. With our costs at a small fraction of new equipment, the greater return on your investment is a significant factor that is very difficult to ignore.

