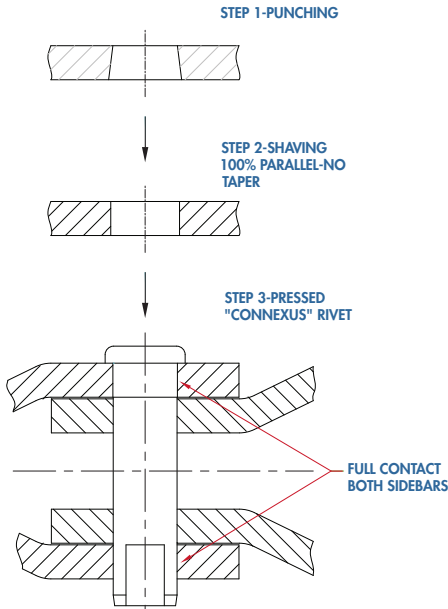


Total Cost of Ownership . . . What **REALLY** Matters



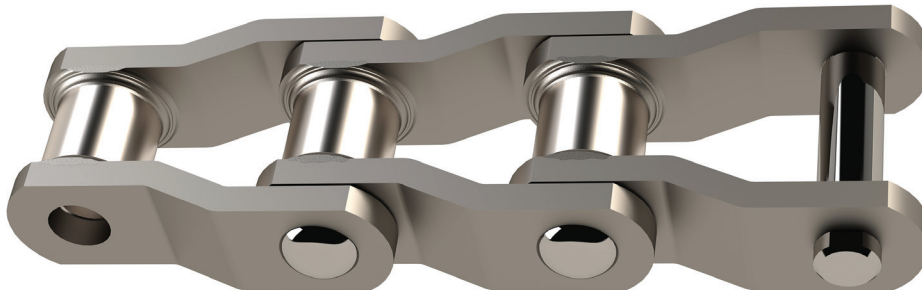
Connexus "True-Fit" Rivet and Sidebar Reduce Welded Mill Chain Costs by **72%**

The Situation: A sawmill was experiencing ongoing maintenance and downtime costs of standard industry accepted drag chain for many years. The chain was failing annually and was being replaced with the same regularity.

The Cause: The standard chain was becoming elongated on a yearly basis due to the tapered sidebar holes "ovaling" out prematurely making it unusable.

These ongoing premature wear and replacement costs were causing high maintenance expenses and required a better method of execution.

The Solution: Connexus "True-Fit" Parallel Sidebar Hole Welded Chain



Connexus supplied the mill with a WH150 True - Fit welded Stainless Steel chain which:

- Offers an average of 100% more wear life than non-True-Fit style chain
- True-Fit parallel sidebar holes allow for 100% interference that reduces the ability for the pin to work loose prematurely, lengthening the life of the chain
- Heat treated rivet pins are standard that build shock loading strength and wear resistance
- Heat treated sidebars and barrels build wear resistance and reliability

Connexus Saves the customer money in more than one way:

Since installing the Connexus solution, the customer:

- Increased production due to fewer chain breakages which were causing downtime
- Reduced maintenance costs
- Reduced chain replacement costs through extended replacement intervals

Calculating the Annual Total Cost of Ownership (TCO)

When calculating the best formula for chain replacement purchase, there are multiple factors to consider:

- Acquisition Costs
- Installation Costs
- Costs of Lost Production

Cost Analysis and Breakdown (in \$USD)

Acquisition Costs

	Purchase Price	Life Cycle	Units Installed	TOTAL
Previous Welded Chain	\$77,925	1.5 year	5.3	\$413,003
Connexus True-Fit Chain	\$134,490	8 years	1	\$134,490

Installation Costs

	Installation Cost	Installs/Period	TOTAL
Previous Welded Chain	\$4,000	5.3	\$21,200
Connexus True-Fit Chain	\$5,000	1	\$5,000

8 hours x 4 staff @\$125/hr vs 10 hours x 4 staff @\$125/hr

Lost Production Costs

Reduced Downtime Needed For Chain Breakages	Events/Year	Downtime/Event	Lost Production/ Hour	TOTAL
Previous Welded Chain	1	8 hours	\$1,000	\$64,000
Connexus True-Fit Chain	0	N/A	\$0	\$0

Connexus Total Savings Summary

Total Current Cost per Period	\$498,203
Total Proposed Cost per Period	\$139,490
Total Savings per Period	\$358,713
Total Cost of Ownership Reduction %	72.0%

Total Period Cost of Ownership Savings
\$358,713

For a detailed analysis of your application, call:

CANADA: Langley, BC **1.800.324.1244**

St Romuald, QC **1.888.650.6090**

UNITED STATES: Wilsonville, OR **1.800.367.9992**

Acworth, GA **1.877.941.1500**

For more information; <https://www.cnxsind.com/catalogues/>