

## Features

- 🌿 (3-4) Planned Service Visits Per Year
- 🌿 Service Provided by Experienced and Trained Professionals
- 🌿 Parts and Labor Included in Plan
- 🌿 Training, Set-up and Calibration Performed During Visits
- 🌿 100% Warranty on Parts and Labor
- 🌿 Budgeted Cost Control and Flexible Payment Options

## Benefits

- 🌿 LESS DOWN TIME AND BREAKDOWNS
- 🌿 GREATER SCHEDULING CONTROL
- 🌿 GREATER COST CONTROL
- 🌿 IMPROVED MACHINE PERFORMANCE
- 🌿 REDUCED WASTE AND INEFFICIENCY



Graphic Packaging International, Inc.  
 814 Livingston Court  
 Marietta, Ga 30067  
 Phone (770) 644-3504 Fax (770) 644-3481  
 www.graphicpkg.com



## PREDICTIVE MAINTENANCE PROGRAM

### Specifically Designed for Graphic Packaging Machinery

Predictive Maintenance is based upon the concept of performing maintenance procedures and replacing parts systematically before they fail. Historical data, OEM recommendations and our experience allow us to accurately anticipate many components useable life and recommend replacement accordingly.

By replacing components near the end of their predictive usage, costly downtime can be averted and emergency service and expedited parts orders are often eliminated.

Without a Predictive Maintenance program, you are probably working on a “Breakdown” program where parts are replaced after failure - or a “Preventive” Program where parts are replaced, if in stock, during overhauls, whether they need to or not. Both approaches can be a terrible waste of time, money and resources.

Let us show you how our Predictive Maintenance Program has helped dozens of our customers save time and money by reducing downtime and waste.

Our Predictive Maintenance Program is industry-proven to save our customers money by being proactive, instead of reactive, to maintenance procedures and repairs.

Our Standard Program Provides:

- (3-4) Service Visits per Year, performed by a trained specialist
- Includes Parts and Labor - Expenses optional
- On-Site, Hands-On Training during Visits
- Set-Up and Calibration during Visits
- 100% Warranty for Parts and Labor
- Budgeted Cost Control
- Flexible Payment Options
- Improved Efficiency - Reduced Downtime



### BREAKDOWN

Parts are most often replaced after failure - resulting in unscheduled downtime and expensive repairs



### PREVENTIVE

Parts are replaced on any downtime whether they really need to or not - resulting in costly waste



### PREDICTIVE

Parts are replaced during scheduled downtime based upon their predictive life - resulting in huge cost savings

## Why use the Predictive Maintenance Program?

Graphic Packaging's Preventative Maintenance Program uses certified machinery professionals to work on-site with your plant service personnel. Together, we perform the necessary maintenance tasks to support the Program.

We also use Program visits as an opportunity to transfer the knowledge and expertise of our technicians through training and coaching. And before we leave your plant, we ensure your machine is set-up and calibrated to factory specifications.

Let us show you how we have helped dozens of customers save time and money and reduce waste and inefficiency. Our Predictive Maintenance Program is designed to compliment and streamline what you are already doing to keep your machine in production.

		C = CHECK	A = ADJUSTMENT	R = REPLACE
	SERVICE TYPE	MINOR SERVICE	MINOR SERVICE	MAJOR SERVICE
	<b>Description</b>			
<b>1.0</b>	<b>Safety / Guards</b> operates all switches / guards	C	C	C
<b>2.0</b>	<b>Lubrication System</b>			
2.1	Fill Reservoir	C	C	C
2.2	Bleed System	C	C	C
2.3	Lube Timer Cycle	C	C	C
2.4	Lube at all Manifolds	C	C	C
2.5	Manifold Injectors	C	C	C
2.6	Inspect Lines	C	C	C
2.7	Manual Lube Fittings	C	C	C
<b>3.0</b>	<b>Pneumatic System</b>			
3.1	Regulators	A	A	A
3.2	Filter	R	R	R
3.3	Main Air Filter	R	R	R
3.4	A/C Filter	R	R	R
3.5	Panel Mate Filter	R	R	R
3.6	Pressure Switches	C	C	C
<b>4.0</b>	<b>Infeed</b>			
4.1	Infeed Can Clearances	A	A	A
4.2	Transfer Plate	C	C	R

## OPERATIONAL COST MODEL

### Customer Operational Cost Savings Example

Filler Speed (Cans per Min.) 1200  
 Enter Annual Scheduled Production Hours 5750 = **17,250,000** Cases Annually

EFFICIENCY			
Total Line Efficiency	<u>80.00%</u>	=	<b>1,150</b> Hours Downtime
Downtime Cost / Hour	<u>\$800</u>	=	<b>\$920,000</b> Downtime Cost
Downtime Assigned to Multipacker	<u>20%</u>	=	<b>230</b> Hours
Downtime Cost Assigned to Multipacker			<b>\$184,000</b>
Each Efficiency %			<b>\$9,200</b>

Reasons responsible for Multipacker Downtime: Worn Parts Mechanical Failures Mis Adjustments Cartons Training Operators Mechanics

WASTE			
Line Waste	<u>0.30%</u>	=	<b>1,750</b> Cases
Finished Case Cost	<u>\$3.50</u>	=	<b>\$181,125</b>
Waste Allocated to Multipacker	<u>20.00%</u>	=	<b>\$36,225</b>

GRAPHIC PACKAGING SERVICE COSTS			
Service Spending	<u>\$10,500</u>		
Spare Parts Spending	<u>\$32,000</u>		
Total Annual Spending			<b>\$42,500</b>

	Costs without Service Contract	Reduction Factor	Costs with Service Contract
Inefficiencies	<b>\$184,000</b>	<u>50%</u>	<b>\$92,000</b>
Waste	<b>\$36,225</b>	<u>50%</u>	<b>\$18,113</b>
Services / SP	<b>\$42,500</b>	<u>50%</u>	<b>\$21,250</b>
*PMP*	<b>\$0</b>		<b>\$44,096</b>
TOTAL	<b>\$262,725</b>		<b>\$175,459</b>
Customer Savings			<b>\$87,267</b>