



At our customer's brewery a motor that was installed on one of the pasteurizer lines failed during the 3rd shift. The OEM motor manufacturer quoted a 6 week lead time for a new replacement motor, this was not a feasible wait time for our customer so they called in Lowe Electric for assistance. Within one hour of being called, Lowe Electric had picked up the bad motor to have it completely rebuilt. Less than 26 hours after being called, the motor was repaired and reinstalled and the pasteurizer line was up and running. The downtime on the pasteurizer was calculated at a loss of \$11/per minute, resulting in a loss of \$17,100 over the 26-hour period that the line was not operating. If the customer was forced to wait for a replacement, they would have been down for an additional 6 weeks, costing them over \$665,000. The total savings agreed upon after deducting the \$17,100.00 for the 26-hour downtime incurred was \$651,020.

On top of the extraordinary savings that resulted from downtime avoidance, our customer saved an additional \$2,900, this was the difference between the motor repair costs and the price of a new replacement motor at \$5,100.