

Challenge

A global paper company was looking for ways to improve their cost savings program. The mill had a reconditioning program in place with one of NSK's competitors, however, was looking for improvements. This presented an opportunity for NSK to offer our reconditioning program.

Corrective Measures

NSK offered its own reconditioning program along with additional value in the form of technical support, tracking and improved reporting. A tracking sheet was generated for the end-user, which enabled the mill to determine the status of the repairs in process. This created a highly visible and efficient monitoring process resulting in reduced downtime and improved mill efficiency.

Cost Saving Description:

Issue

NSK Solution



24 bearings inspected and reconditioned

Associated cost savings = \$75,545



No tracking sheet

Tracking sheet established showing status of bearings - provides quick response to the mill

Total Cost Savings = \$75,545

Result

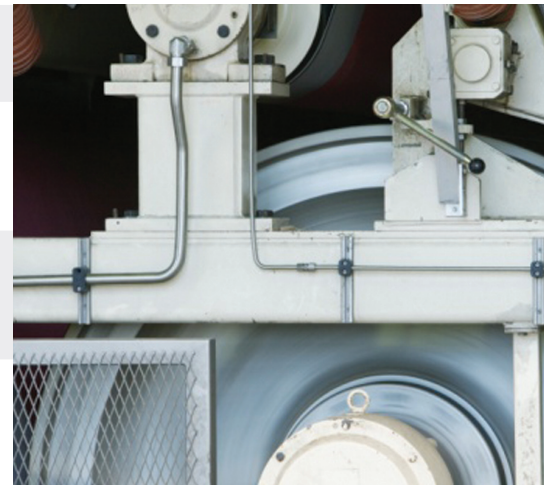
ACTUAL COST SAVINGS

\$75,545

COST SAVING DESCRIPTION:

- ➔ *Technical Service*
- ➔ *Improved Productivity*

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1. Situational Analysis

- ➔ A global paper company with operations in Michigan was investigating potential opportunities to implement cost savings. This mill was a longstanding customer of one of NSK's key competitors. One area where the mill was looking at cost savings was on the reconditioning of their large bore spherical bearings. This presented an opportunity for NSK to propose a solution.

2. Value Proposition

- ➔ As the mill was already utilizing a reconditioning program through a competitor, NSK presented additional value to the offering. This was done through greater engineering and technical support at the mill and better inspection reports to allow the mill maintenance staff to make quicker decisions whether to recondition or replace.

3. Value Implementation

- ➔ The value of NSK support was documented in a spreadsheet which tracked process. This tracking spreadsheet enabled the mill to determine the status of repairs in process. This created a highly visible and efficient monitoring process. The value of the added service from NSK was confirmed by the mill maintenance staff.

4. Measuring Value

- ➔ A flow chart of the reconditioning process was created as a result of the program initiated and implemented by NSK. Tracking has helped identify documented cost savings of over \$75,000 which has been confirmed by the paper mill personnel.

5. Share Best Practice

- ➔ The tracking spreadsheet shared the information amongst the key players involved in the project. It allowed all parties to know the status of the key bearings at all times. This case study will allow this success to be shared with other companies for similar applications.