

# Providing Expertise in European and Metric Manufacturing



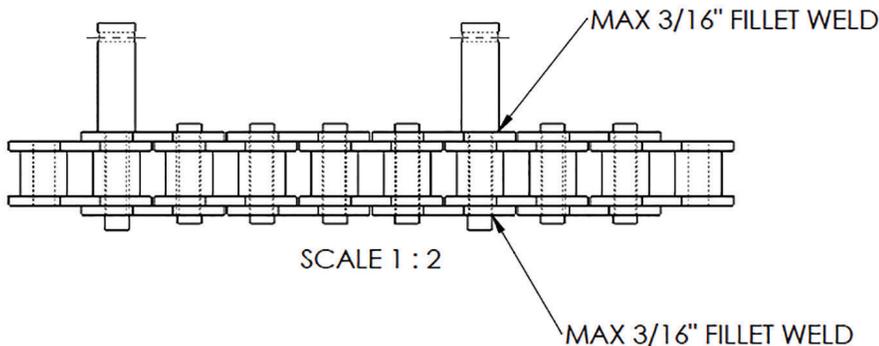
## Custom Roller Chain with Metric Attachments for a Gourmet Food Producer

### Background

A major producer of gourmet meats and cheeses generates more than \$3 billion in annual sales. They utilize a large chiller application for processing meat.

### Challenge

The chiller uses a 750 foot long stainless steel chain with metric attachments. The food producer had been sourcing the chain from an OEM in Italy. The purchase, which was outside of their normal procurement process, had to be converted from euros to dollars, and incurred additional importing fees and taxes. The company was seeking greater efficiency and a lower total cost without sacrificing quality.



### Solution

The sales and engineering teams from PTI, a brand of Solve Industrial Motion Group, worked with a local distribution partner to gather specifications from the food producer, along with a sample of the chain they were using. After examining the product, PTI was able to successfully manufacture the chain to meet the customer’s specifications and quality standards. PTI also standardized the pins so the holes were parallel with the links, resulting in easier installation and a more uniform appearance.



### Results

The chain was a perfect replacement, and the company was able to save 38% by switching to PTI. Also, they no longer have to stray from their typical procurement process or convert to a foreign currency.

With expert engineers on staff in Charlotte, NC, PTI’s ability to understand European and metric manufacturing results in easy and cost-effective solutions.

### 750 feet

Stainless Steel 80 Chain with Metric Attachment

### \$67,500

Original European OEM Price (after euro to dollar conversion)

### \$42,000

PTI’s Solution Through Local Distributor Partner

### \$25,500

Savings with PTI

### Talk to an Expert

If you need help identifying or sourcing a metric component, our experienced inside sales team is available 24/7, and our nationwide field sales team is available for in-person training and assistance.