

Improve bottom line results Maintenance at the right time with the right cost

ABB Full Service® improves plant and financial performance.

"With ABB, I have a professional partner who takes care of optimizing the maintenance of our factory. I can focus on the strategic challenges such as lowering costs per ton. I wanted a minimum maintenance costs savings of 10% and that I have obtained with ABB - without influencing my productivity," says Henning Meyer, Managing Director, Sun Chemical, Koge.



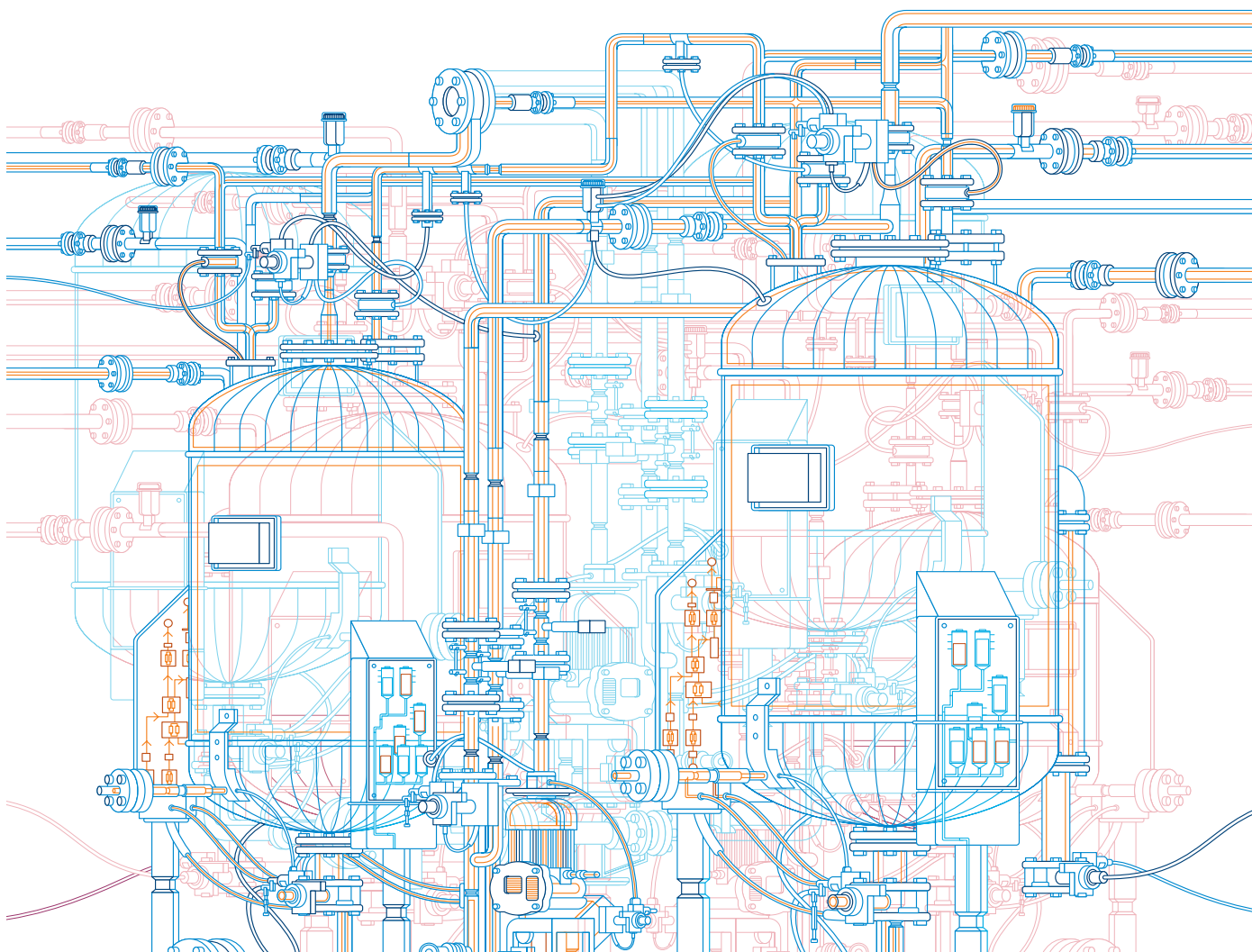
Sun Chemical site in Køge, Denmark.

Sun Chemical Pigments production unit in Køge wanted to enhance their competitiveness by reducing the production costs. Since maintenance is playing a major role in production costs but also in capacity and quality of the product, they decided to work with a world-class maintenance partner. The maintenance agreement was signed in 2005, and since then ABB has been able to meet the customer's targets and expectations.

Sun Chemical Corporations Colour Group is one of the world's leading producers of organic pigments and dispersion used as colorants in printer ink, plastic, paint, cosmetics, textiles and specialties. The site in Køge, Denmark is the largest production unit of Sun Chemical employing approximately 300 people. The successful partnership between Sun Chemical and ABB dates back to January 2005, when ABB took the responsibility of the site's maintenance activities, and the Full Service agreement was signed.

Staying competitive with the help of ABB Full Service®

At the time when the Full Service® agreement was signed in 2005, Sun Chemical's biggest challenge was to manage the overall excess capacity in the market. It meant that one of the most important competitive parameters for Sun Chemical in Køge was 'cost per produced ton'. A lower cost per ton was, and still is, necessary to maintain the existing activity level, and in the long term it can also form the basis for increased sales and volume.



Through an agreement with ABB, Sun Chemical wanted to ensure that they would receive the correct maintenance carried out at the right time at the right price. This should, at least, ensure enforcement of the existing production level, and in the long term contribute to establishment of a larger production capacity in Køge. The target of the cooperation with ABB was that the productivity would increase 10% over a five year period, and that the saving on the maintenance costs would also increase 10% during the same period.

Excellent results

- Productivity increased 4% during the first 3 years
- 12% maintenance cost savings during the first 3 years
- Reduction of maintenance cost per ton by 17%
- Customer satisfaction in terms of technical competencies improved from 50% to 80% since the start of the partnership

Delivering high-quality service

- ABB Full Service® Agreement covering
 - maintenance of the manufacturing equipment
 - central support (facilities & buildings)
 - management of the spare parts stock including the supply of spare parts

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