

Purchasing

BauerTCO™ -
**Total Cost
of Ownership**
Target
orientated
decision
making

Sales Production Disposal Finance
Commissioning Maintenance
Logistics Storage Quality
Reliability Energy



 **Bauer**[®]
Gear Motor

An Altra Industrial Motion Company



20%

PURCHASING

**STORAGE
QUALITY
ENERGY
PRODUCTION
LOGISTICS
SALES
FINANCE
RELIABILITY
MAINTENANCE
SPARE PARTS
COMMISSIONING
DISPOSAL**

80%



Control the Visible Costs

When considering total investment costs, the pure purchasing price of components is only a fraction of the total

costs. We speak here about the budgeted costs which are, amongst others, administrative costs, transport and

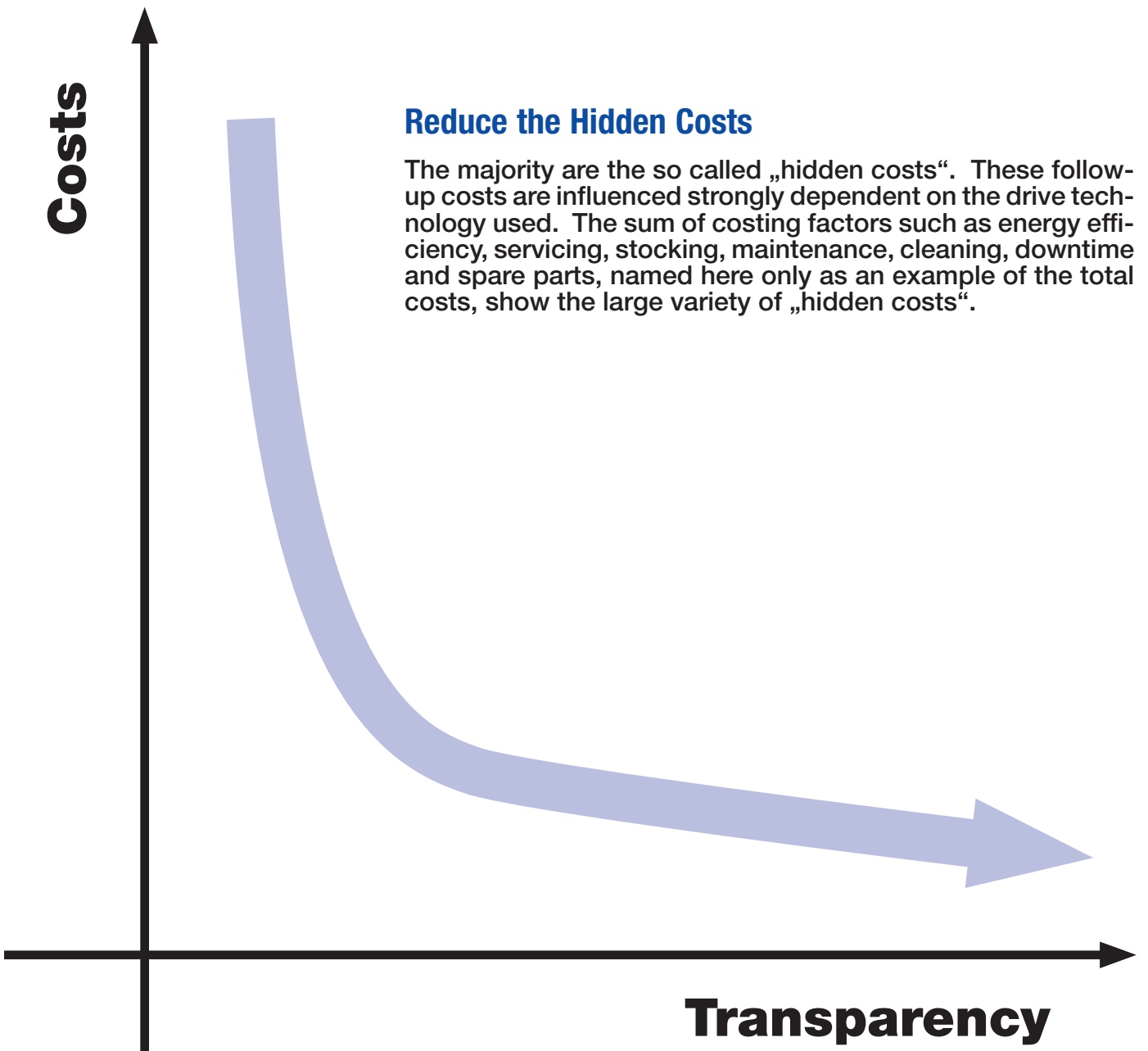
delivery, goods incoming, customs and even up to and including costs for returns.

Costs

Reduce the Hidden Costs

The majority are the so called „hidden costs“. These follow-up costs are influenced strongly dependent on the drive technology used. The sum of costing factors such as energy efficiency, servicing, stocking, maintenance, cleaning, downtime and spare parts, named here only as an example of the total costs, show the large variety of „hidden costs“.

Transparency





Safety in Decision Making

When considering TCO - Total Cost of Ownership - the assurance that decisions have been made with a clear

cost transparency is drastically improved. The result of the TCO analysis is a solution which is cost effective

over its complete life cycle but not necessarily the cheapest initial purchase.

Modern companies decide more often according to TCO guidelines

Transparency of the direct and indirect costs

Energy and plant cost saving

Total cost saving

Proactive contribution to protecting the environment

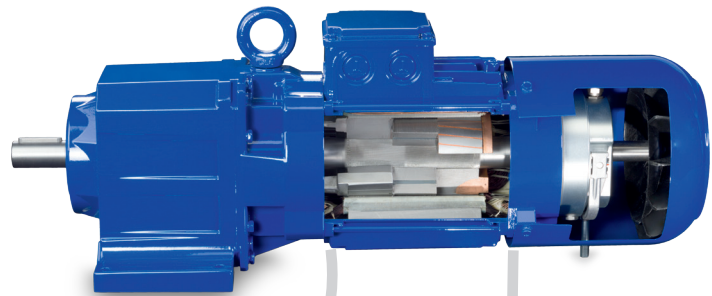
Sustainable Co2 reduction

Transparency of all relevant and influential costs



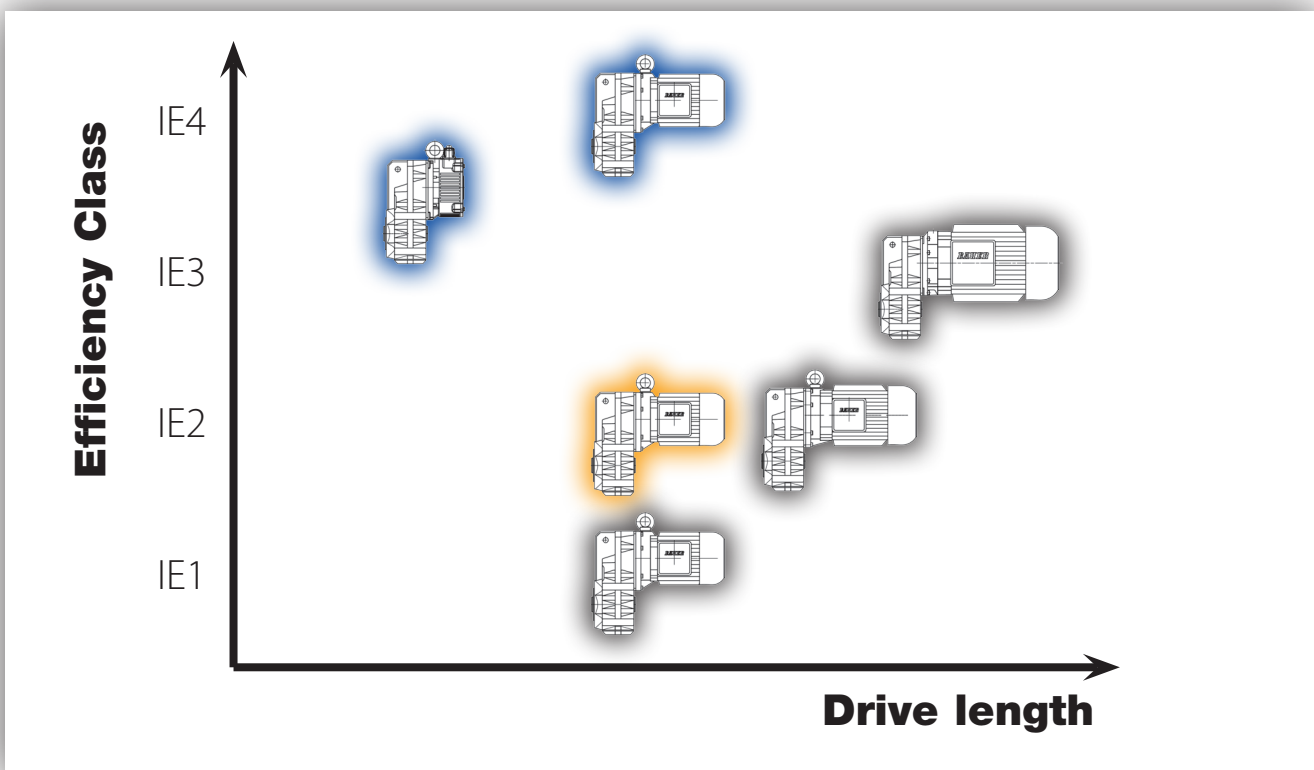
Energy Saving

Energy efficiency is one important facet of the complex TCO structure. Trend-setting technologies from Bauer for energy efficient drive technology guarantee highly efficient drive solutions without space problems.



	ALU	COPPER	PSM
IE4			X
IE3	X	X	
IE2	X	X	
IE1*	X		

* for special applications





Target orientated costing made easy for you

Start			BAUER
Period under consideration (month)	16	Total amount of used drives	
60		40	
Purchase (total)	Stock (per year)	Cover (total)	
0,00 €	0,00 €	0,00 €	
Energy (per year)	Cleaning (per year)	Downtime (per year)	
0,00 €	0,00 €	0,00 €	
Cost savings in period under consideration	0,00 €		

The Gear Motor Specialist		Pur
Total amount of used drives		
Necessary amount of drives in stock		
Ø price of drive		5
Period under consideration (month)		
Lifetime of drives (month)		
Changing time per drive (minutes)		
Operational costs for one hour changing work		
Frequency of changing		
Costs for changing the drives		3
Purchasing costs total		133
Cost savings on the basis of BAUER drives in total		

Increase

CO₂

with

Start			BAUER
Period under consideration (month)	16	Total amount of used drives	
60		40	
Purchase (total)	Stock (per year)	Cover (total)	
5.888,89 €	-570,00 €	1.200,00 €	
Energy (per year)	Cleaning (per year)	Downtime (per year)	
12.082,80 €	7.500,00 €	7.000,00 €	
Cost savings in period under consideration	137.152,88 €		

The Gear Motor Specialist		Dov
Total amount of used drives		
Lifetime of drives (month)		
Changing time per drive (minutes)		
Amount of production weeks per year		
Downtime per week (minutes)		
Production volume of the plant per minute		
Average calculated profit for one piece		
Downtime costs per year		
Cost savings on the basis of BAUER drives per year		



Current system	BAUER system
40	40
20	20
100,00 €	650,00 €
60	60
12	18
50	40
20,00 €	20,00 €
5,0	3,3
333,33 €	1.777,78 €
1.333,33 €	127.444,44 €
5.888,89 €	

The Gear Motor Specialist		
	Current system	BAUER system
Ø price per drive	500 €	650 €
Amount of drives in stock	20	20
Fixed capital in stock	10.000 €	13.000 €
Inventory cost (%)	15%	15%
Costs of holding goods in stock	1.500 €	1.950 €
Percentage of scrapping motors per year (%)	4%	4%
Stock costs per year	1.900 €	2.470 €
Cost savings on the basis of BAUER drives per year	-570,00 €	

The Gear Motor Specialist		
	Current system	BAUER system
Total amount of used drives	40	40
Amount of drives with cover	10	0
Costs for a stainless steel cover	120,00 €	120,00 €
Cover costs total	1.200,00 €	0,00 €
Cost savings on the basis of BAUER drives in total	1.200,00 €	

your cost visibility



BauerTCO™

Current system		
Drive concept	Efficiency	Total efficiency
	68%	47,2%
Motor power [kW]	Efficiency	
	77,2%	
Gear reduction	Efficiency	
	90%	
Control	Efficiency	100%
BAUER system		
Drive concept	Efficiency	Total efficiency
	86%	73,4%
Motor power [kW]	Efficiency	
	85,3%	
Gear reduction	Efficiency	
	100%	
Control	Efficiency	100%
Energy costs	Evaluation	
Cost savings on the basis of BAUER drives per year under effective load	12.082,80 €	

Current system	BAUER system
40	40
12	18
50	40
50	50
40,0	21,3
250	250
0,03 €	0,03 €
15.000,00 €	8.000,00 €
7.000,00 €	

The Gear Motor Specialist		
	Current system	BAUER system
Total amount of used drives	40	40
Amount of drives mandatory to clean	10	10
Amount of production weeks per year	50	50
Frequency of cleaning (per week)	5	5
Needed time for cleaning one drive (minutes)	10	1
Operational costs for one hour cleaning	20,00 €	20,00 €
Cleaning costs per year	8.333,33 €	833,33 €
Cost savings on the basis of BAUER drives per year	7.500,00 €	

Couplings

Ameridrives Couplings

Mill Spindles, Ameriflex, Ameridisc

Erie, PA - USA
1-814-480-5000

Gear Couplings

San Marcos, TX - USA
1-800-458-0887

Bibby Transmissions

Disc, Gear, Grid Couplings, Overload Clutches

Dewsbury, England
+44 (0) 1924 460801

Boksburg, South Africa
+27 11 918 4270

TB Wood's

Elastomeric Couplings

Chambersburg, PA - USA
1-888-829-6637 – Press #5

*For application assistance:
1-888-829-6637 – Press #7*

*General Purpose
Disc Couplings*

San Marcos, TX - USA
1-888-449-9439

Ameridrives Power Transmission

Universal Joints, Drive Shafts, Mill Gear Couplings

Green Bay, WI - USA
1-920-593-2444

Huco Dynatork

*Precision Couplings
and Air Motors*

Hertford, England
+44 (0) 1992 501900

Charlotte, NC - USA
1-800-825-6544

Linear Products

Warner Linear

Linear Actuators

Belvidere, IL - USA
1-800-825-6544

*For application assistance:
1-800-825-9050*

St Barthelemy d'Anjou, France
+33 (0) 2 41 21 24 24

Electromagnetic Clutches and Brakes

Warner Electric

*Electromagnetic Clutches
and Brakes*

New Hartford, CT - USA
1-800-825-6544

*For application assistance:
1-800-825-9050*

St Barthelemy d'Anjou, France
+33 (0) 2 41 21 24 24

*Precision Electric Coils and
Electromagnetic Clutches and
Brakes*

Columbia City, IN - USA
1-260-244-6183

Matrix International

*Electromagnetic Clutches
and Brakes, Pressure Operated
Clutches and Brakes*

Brechin, Scotland
+44 (0) 1356 602000

New Hartford, CT - USA
1-800-825-6544

Inertia Dynamics

*Spring Set Brakes;
Power On and Wrap Spring
Clutch/Brakes*

New Hartford, CT - USA
1-800-800-6445

Overrunning Clutches

Formsprag Clutch

*Overrunning Clutches
and Holdbacks*

Warren, MI - USA
1-800-348-0881 – Press #1

*For application assistance:
1-800-348-0881 – Press #2*

Marland Clutch

*Roller Ramp and Sprag Type
Overrunning Clutches
and Backstops*

South Beloit, IL - USA
1-800-216-3515

Stieber Clutch

*Overrunning Clutches
and Holdbacks*

Heidelberg, Germany
+49 (0) 6221 30 47 0

Heavy Duty Clutches and Brakes

Wichita Clutch

Pneumatic Clutches and Brakes

Wichita Falls, TX - USA
1-800-964-3262

Bedford, England
+44 (0) 1234 350311

Twiflex Limited

Caliper Brakes and Thrusters

Twickenham, England
+44 (0) 20 8894 1161

Industrial Clutch

*Pneumatic and Oil Immersed
Clutches and Brakes*

Waukesha, WI - USA
1-262-547-3357

Gearing

Boston Gear

*Enclosed and Open Gearing,
Electrical and Mechanical
P.T. Components*

Charlotte, NC - USA
1-800-825-6544

*For application assistance:
1-800-816-5608*

Bauer Gear Motor

Gearred Motors

Esslingen, Germany
+49 (711) 3518-0

Nuttall Gear and Delroyd Worm Gear

*Worm Gear and
Helical Speed Reducers*

Niagara Falls, NY - USA
1-716-298-4100

Belted Drives and Sheaves

TB Wood's

Belted Drives

Chambersburg, PA - USA
1-888-829-6637 – Press #5

*For application assistance:
1-888-829-6637 – Press #7*

Engineered Bearing Assemblies

Kilian Manufacturing

Engineered Bearing Assemblies

Syracuse, NY - USA
1-315-432-0700

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