

## Success Story

Industry: Petrochemical

Application: Training

**Cost Savings: € 15 600**

### Introduction

An international petrochemical products manufacturer wanted to increase the skill base of their engineering team, expanding their knowledge of rolling element bearings specific to the refinery. NSK was consulted and after a review of the plant designed a bespoke training course, tailored around product knowledge, lubrication, bearing application and failure analysis. The training was delivered in 3 sessions over 2 days to 20 engineers. The customer was very satisfied with the content of the course, its interactivity and the tutor.

### Key Facts

- Petrochemical Industry
- Large engineering team to expand their bearing knowledge
- Required bespoke training on rolling element bearings specific to the refinery
- NSK designed training specifically around the needs of the customer



↑ Petrochemical plant

### Value Proposals

- NSK was requested by the customer to provide a bespoke training course around the needs of their engineers for maintenance
- NSK discussed with the customer the type of course content required to satisfy the engineering team
- A unique training course was then developed together with service packs assessment criteria

## Product Features

- Product Training - training to provide an overview of the range and capability of NSK bearings with the benefits of applying them
- Application of NSK Bearings - Modular training menu focussing on those issues associated with the use and application of bearings
- AIP Training - Introduction to NSK's Added Value Programme and how it can be used to solve machinery and plant problems
- Industry Specific Training - Specific training courses covering common issues, applications and processes for bearings in Industry Sectors such as Food & Beverage, Pumps & Compressors, Quarrying & Mining, Paper, Metals, Machine Tools and Railways, etc.



AIP

## Cost Saving Breakdown

Before	Cost p.a.	NSK Solution	Cost p.a.
 Customer uses own methods for fitting and removal		Three training sessions organised and completed - each session consisting of half day training. Specialised training course created with full supporting material for 20 candidates. Total cost includes a travel and expenses for 2 days = €15,215	
 Fitters spend an average of 1,75 hours per week changing bearings using their own methods of fitting and removal. Applied to 20 maintenance engineers à €20/hour	€ 36.400	Applied to 20 maintenance engineers à €20/hour	€ 20.800
<b>Total Costs</b>	<b>€ 36 400</b>		<b>€ 20 800</b>