NCCM® Premier Yellow—ROI Greater Than the Initial Purchase Price

Brent Niccum, CEO and CTO
Published: September 15, 2017
Revised: April 3, 2019
Revision #: 1

Still using rubber or urethane mill rolls on your primary metal processing lines? If you're still buying rubber because you think it's cheaper than an NCCM® nonwoven, customer-engineered roll, think again. Here's why . . .

LONG LIFE

In real-world primary metal processing operations, one NCCM® Premier Yellow nonwoven roll has been demonstrated to last as long as 100 rubber rolls. That's long life by any definition! If you want to compare the purchase cost of a single rubber or urethane mill roll to an NCCM® nonwoven roll, go ahead, but know it's not an apples-to-apples comparison. The true comparison would be the cost of 100 rubber or urethane rolls to one NCCM® roll.



NCCM® Premier Yellow



Damaged traditional roll

DOWNTIME TO CHANGE OUT ROLLS

Every time a line is shut down, production throughput goes to zero, and worker productivity is lost. The initial cost of mill rolls doesn't take into consideration line shutdowns to repair or replace damaged rolls. When using rubber rolls, the line could be shut down up to 100 times more often than if the line operated using an NCCM® nonwoven, custom-engineered roll.

LABOR COST TO CHANGE OUT A ROLL

How many workers are required to change out a roll? How long does it take? What is the labor cost? Once again, roll repair or replacement time is not factored into the initial purchase price of equipment. When using rubber rolls, the labor cost to change out rolls can be up to 100 times greater than if a custom-engineered NCCM® nonwoven roll was used.

STORING INVENTORY (The cost of rolls on hold in inventory)

If you're going through 100-plus rubber rolls a year, you're using an average of eight or nine rolls per month. At that usage rate, you have to keep inventory on hand, and that inventory creates extra costs due to inventory surplus and the need for storage space.

TRANSPORTATION COSTS

Transportation costs can also increase. This cost can show up on either the direct or indirect expense line. Some of these often-classified indirect costs are easy to gloss over, but the shipping costs savings on 100 rubber rolls shouldn't be ignored.

CHEMICAL COSTS

NCCM® mill rolls dramatically reduce the pass-through of chemicals, oil and water used on metal processing lines by 20-50%. How much do you spend on chemicals, oil and water? Cut these costs by using an NCCM® nonwoven roll.

OVEN AND AIR KNIFE COSTS

NCCM® nonwoven rolls uniformly dry the coil. In many cases, the use of ovens, air knifes and extra rolls can be reduced or eliminated.

ELECTRICAL AND MOTOR COSTS

NCCM® nonwoven rolls have up to 30 times higher coefficient of friction than that of a rubber rolls. The benefit of a high-coefficient of friction is that motors can be eliminated, reducing electrical consumption and maintenance. The high coefficient of friction also helps steer the strip and keeps it tracking properly.

ENVIRONMENTAL COSTS

All of the above factors lessen your manufacturing operation's carbon footprint. This is good for the company's bottom line, the company's corporate reputation and the environment. It's a win-win however you look at it.

CAN THE SAVINGS BE CALCULATED?

In order to realize the REAL savings from NCCM® nonwoven rolls, contact an NCCM representative to get in touch with your VAR (value-added reseller). NCCM Company representatives can be reached at sales@nccmco.com or +1 715-425-5885.

SUMMARY

When considering return on investment, we often consider only the initial cost of a single product and choose the lowest-priced option. We believe this will give us the best return on investment. However, the initial cost is only the tip of the iceberg and does not give an accurate picture of the true lifetime cost. Once all factors are considered, it is easy to see that high value-add products, such as NCCM® Premier Yellow nonwoven mill rolls, are a great return on investment. Join other businesses who have made the decision to save money and improve quality by using NCCM® non-woven rolls.





