



Reduced Total Cost of Ownership

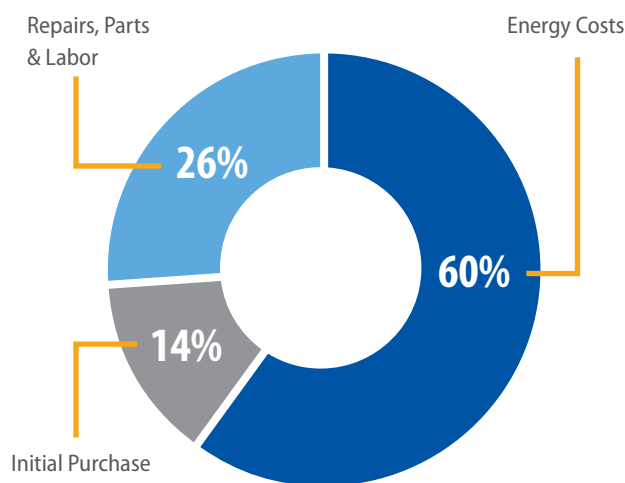
In the airport industry, being aware of the initial system cost is necessary when investing in a new baggage handling system; however, your system's true value can only be measured over its entire lifetime. Sumitomo offers turn-key solutions that will reduce your system's operating costs by simultaneously lowering product maintenance costs and increasing energy savings through high-efficiency gear drive designs.

CALCULATING THE TOTAL LIFE-CYCLE-COST

Where's your largest cost that drives your LCC down?

$$LCC = C_{ic} + C_{in} + C_e + C_o + C_m + C_s + C_{env} + C_d$$

- C_{ic} = initial costs, purchase price (gearbox, motor, inverter, etc.)
- C_{in} = installation and commissioning costs (including redesigning of footprint, training)
- C_e = energy costs (predicted cost for system operation, including gear driver, controls, and any auxiliary services)
- C_o = operation costs (labor cost of normal system supervision)
- C_m = maintenance and repair costs (routine and predicted repairs)
- C_s = downtime costs (includes flying and delivered lost baggage)
- C_{env} = environmental costs
- C_d = decommissioning / disposal costs of old units



The Energy and Maintenance Costs associated with typical gearbox designs greatly outweigh the Initial Purchase Price. Choose Sumitomo and Reduce Your Total Cost of Ownership.

MAKE THE SWITCH, SIMPLIFY



Simplify your gear drive assembly by switching to Sumitomo's efficient Hyponic®.

Replacing your inefficient conveyor drive system with Sumitomo's Hyponic® results in:

- Safe operation due to fewer moving parts
- Simplified, less costly installation
- Minimal maintenance and parts inventory

Being Efficient Means: Choosing not only a NEMA premium efficiency motor, but also a high-efficiency gear drive like the Hyponic®, with 85% efficiency across all ratios, reducing maintenance and utility costs for gear drive oil changes by switching to grease-lubricated, and reducing a company's carbon footprint.



Strength in One

Sumitomo Drive Technologies

Sumitomo, Hansen and Seisa. Three companies, one global power transmission solutions provider. Sumitomo Drive Technologies has facilities strategically located throughout the world, providing comprehensive products and services in your region.



Sumitomo Machinery Corporation of America

www.sumitomodrive.com

For worldwide locations, please visit www.sumitomodrive.com/worldwide
 Contact your local representative at www.sumitomodrive.com/representative
 Tel: 1-800-SM-CYCLO (762-9256)

Airport Industry

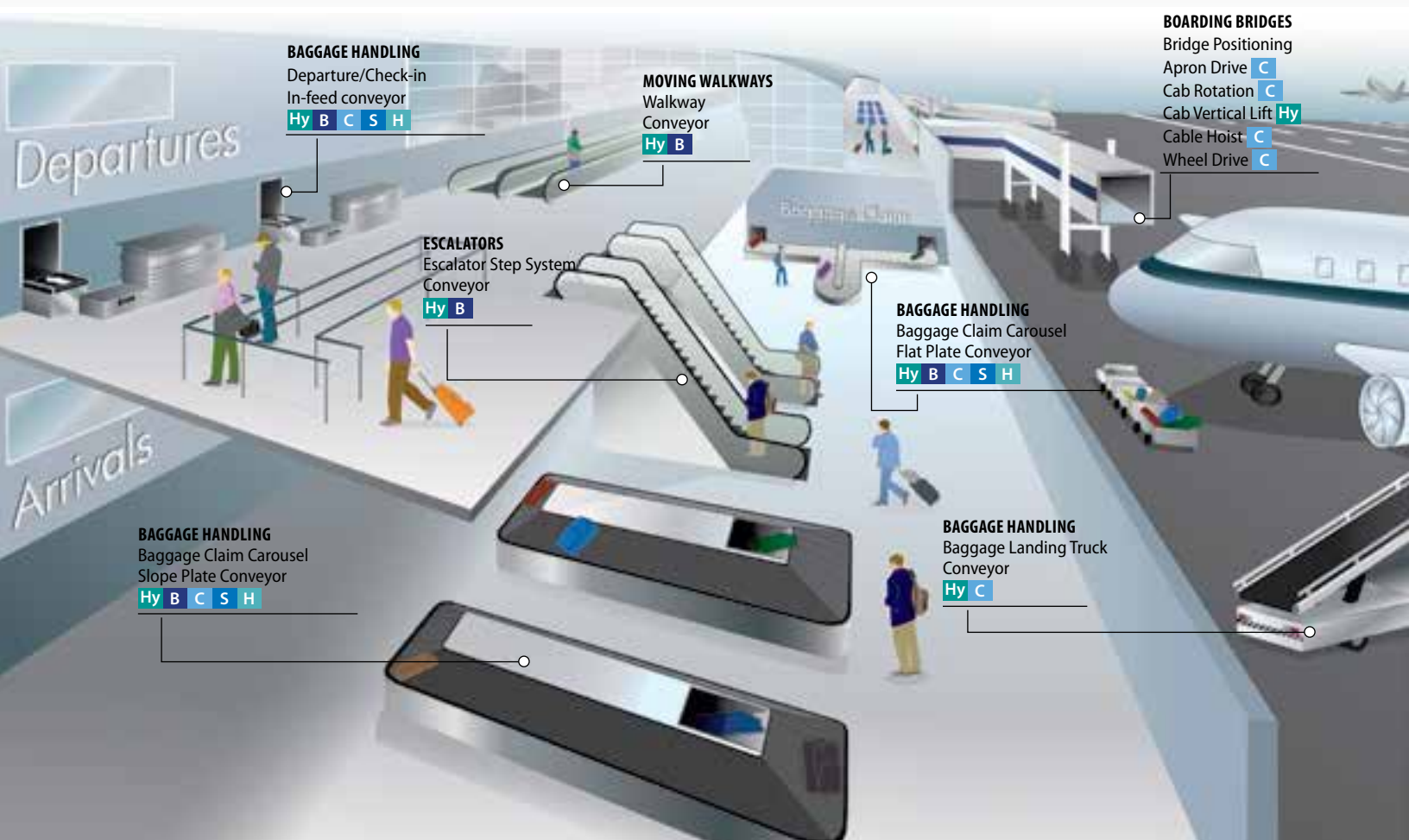
Reliable Transmission Drives



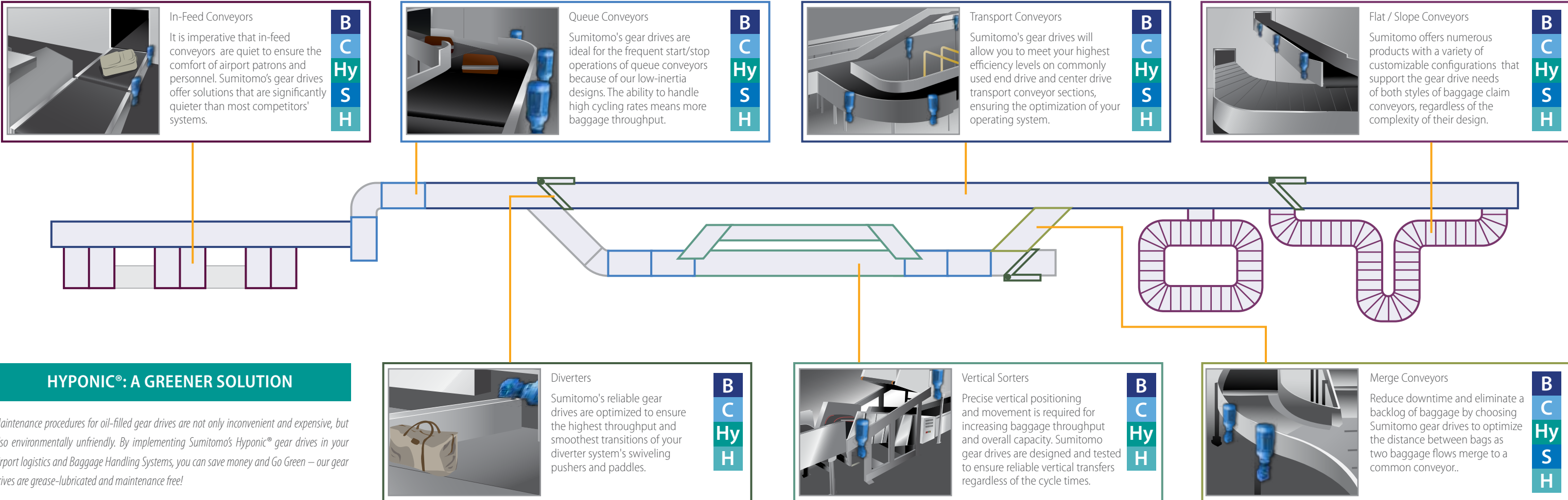
Innovative Products
 Premier Performance
 Engineered Excellence
 Reliable Quality
 Global Network

Sumitomo Machinery Corporation of America

Drive Solutions for All Airport Logistics Applications



Baggage Handling System Solutions



Airport Logistics

Sumitomo Machinery Corporation of America, part of Sumitomo Drive Technologies, is an industry leader in drive solutions that are utilized throughout airports worldwide. From boarding bridges to baggage handling systems, we offer speed reducers and gearmotors that help optimize the performance of all airport logistics applications. Our products are specified by some of the most respected names in baggage handling systems and air transportation.

Today, airport applications demand the industry's most sophisticated systems. As heightened security measures and airport expansions require faster baggage transportation and boarding, it is essential that the right drive solutions are implemented to ensure efficient and dependable operation.

You need a strong partner to deliver drive systems that meet all of your requirements - choose Sumitomo Machinery Corporation of America to provide quality drive components for all of your airport logistics applications.

