



## MARTINPLUS® SERVICES

INSTALLATION  
SPECIALIZED MAINTENANCE  
PROCESS IMPROVEMENT

L3652



# ACHIEVE OPERATING EXCELLENCE

**MORE CONTROL. MORE EFFICIENCY.  
FEWER RESOURCES.**

MartinPLUS® Services handle any material handling challenge you have; from transfer point installation to air cannon service to comprehensive carryback analysis. We take ownership of your material handling systems, so you get more control over efficiency and performance.

Our veteran field service technicians provide specialized material handling expertise and focus on your complete satisfaction down to the smallest detail. This provides you with the freedom and flexibility to focus on your plant, critical processes and your bottom line.

**MANAGE YOUR SYSTEMS,  
AND YOUR BUDGET.**

There's a direct payback from reducing emergency shutdowns, unscheduled outages and regulatory problems.

With MartinPLUS® Services, there are no surprises. You'll save money on parts, maintenance labor and cleanup, while upgrading operating efficiency and reducing headaches.

Systems stay up, material keeps flowing and costs are controlled. Built-up material is alleviated and material handling systems are safe for employees and up to regulatory codes. You achieve your budget and your production goals.

## ***Problem Solved™***









## INSTALLATION

From air cannon systems to transfer point modernization, Martin specializes in material handling technology installation, performed to specifications on schedule and on budget.

With MartinPLUS® Installation Services, “turnkey” installation of Martin Engineering products and other system improvements is performed on spec, on schedule and on budget. Our crews have the tools, training and the experience to meet your installation requirements.

### **GET IT DONE RIGHT AND ON TIME, THE FIRST TIME**

*Experienced technicians provide faster, more error-free installations*

*Flexible, on-site fabrication capabilities*

*Specialized focus on material handling systems and challenges*

*Professional crew supervisors and technicians provide efficient and effective project management*

*Skilled in a broad range of industries under all types of conditions*

*Trained crews, with full safety and technical certification*



### **BELT CLEANING SYSTEMS**

Cleaning systems including belt-washing stations and activated dribble chutes to reduce carryback problems. Precise cleaner installation boosts performance and simplifies maintenance.

### **TRANSFER POINT SYSTEMS**

Upgrades include new chutes, liners, impact and support cradles, skirtboard seals and dust management systems to reduce dust and spillage.

### **AIR CANNON SYSTEMS**

Keep material moving through processes and storage vessels, with professional installation for optimum performance with efficient air use.

### **ENGINEERED PROJECTS**

Installation of leading-edge conveyor technologies, including air-supported conveyors and engineered-flow transfer chutes, achieving new standards of excellence.







# SPECIALIZED MAINTENANCE

Whether routine cleaning and upkeep or specialized component repair, Martin Engineering provides over 65 years of experience in analyzing, servicing, upgrading and optimizing material handling systems, while working within your schedule and budget.

With MartinPLUS® Specialized Maintenance Services, there are no surprises. Systems stay up, material keeps flowing and costs are controlled. Select from one of three pre-set packages or create your own to fit your unique needs.

## MANAGE YOUR SYSTEMS AND YOUR BUDGET

*Packaged services options keep budgeting flat and controlled*

*Customized services available and designed for your unique needs*

*Proactive service to extend component life and minimize breakdowns*

*Flexible and available around your schedule*



### **INSPECT AND ADJUST**

At predetermined levels, certified technicians inspect your system, clean and adjust components and provide a detailed report on conveyor condition and performance.

### **REPAIR AND REPLACE**

This package improves the availability and efficiency of your belt conveyor system or air cannon system and your plant workers. It includes the timely replacement of wear parts or repair of Martin Engineering components.

### **IMPROVE AND OPTIMIZE**

Our technicians take ownership of maintaining your belt conveyors and air cannons, replacing components and upgrading as required and seeking opportunities to improve performance.





# PROCESS IMPROVEMENT

From comprehensive carryback analysis to silo cleaning, Martin's extensive background in research and technology development enables problems to be addressed at the source, increasing the efficiency of your entire material handling process.

MartinPLUS® Process Improvement Services seeks the opportunities that will make a critical difference in your system's performance and profitability. By analyzing your material or assessing your system, our process improvement services can make a critical difference in moving your operation to the next level.

## CONTINUALLY IMPROVING YOUR OPERATION

*Specialized flow aid services including silo cleaning*

*Technical analysis of your material, movement and modeling*

*Analysis of carryback and airborne dust*

*Assessment of system performance, conveyor alignment and component life*

*Detailed material handling analysis available and personalized to address your unique challenges*





### **SILO CLEANING**

Knock down buildups and blockages in storage vessels to recover capacity, flow rate and “lost” material.

### **LASER SURVEY**

Precision lasers analyze conveyor structure and components to identify the root causes of misalignment.

### **SITE SURVEY**

Specialists inspect your conveyor to evaluate conditions and assess opportunities for improvement.

### **DUST MONITORING**

On-site inspection and measurement of your system’s airborne and fugitive dust accumulation.

### **MATERIAL FLOW MODELING**

Material is analyzed through Discrete Element Modeling (DEM) to optimize material flow and minimize airborne dust.

### **CARRYBACK ANALYSIS**

Measurement and assessment of your conveyor carryback, identifying areas for reduction and efficiency improvements.

### **TRAINING AND CERTIFICATION**

Workshops teach plant personnel to operate and maintain cleaner, safer and more productive conveyors.





# MARTINPLUS® TECHNICIANS

Our technicians come with the tools and the training, the expertise and the experience, the certification and the competence to perform inspection, installation, maintenance and assessment activities on your bulk material handling systems.





## **SPECIALISTS ON CALL**

When there's a material handling problem, MartinPLUS® Technicians will make things right.

Our global team of material handling technicians focus on identifying the root cause of your material handling challenges, not just the symptoms.

Our technicians can be available at a moment's notice to address emergencies or scheduled to service, install or repair system components at predetermined intervals.

## **EXPERTS IN THE FIELD**

Your regional MartinPLUS® Technicians specialize in improving material handling.

Each of our technicians is fully certified in all safety, technology and Martin service standards receiving ongoing education each and every year.

- OSHA Certification
- MSHA Certification
- First-Aid Certification
- Confined Space Training
- Foundations™ Training Certification
- Specialized Safety Training






#### GLOBAL LOCATIONS


 UNITED STATES

 GERMANY

 SPAIN

 AUSTRALIA


 INDIA

 SOUTH AFRICA

 BRAZIL

 INDONESIA

 TURKEY

 CHINA

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Authorized representatives in over 32 additional countries

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