

## SUCCESS STORY

## Real-world results prove performance and ROI



ACG Films and Foils is a leading Indian multi-national corporation manufacturing a wide range of barrier packaging - including capsules, films and foils - for the pharmaceutical industry.

**BALDOR • RELIANCE**

Founded in Mumbai in 1964 by brothers Ajit and Jasjit Singh, ACG Films and Foils now has offices in India, Croatia, Argentina and Brazil, among others, and prioritizes sustainability and energy savings through green building initiatives and the use of modern equipment.

As India's first end-to-end packaging solutions provider for capsules and tablets (manufacturing packaging films from raw material through to the finished product), ACG is responsible for meeting all regulations throughout the manufacturing process, including, safety, protection, suitability, compatibility, quality control and stability of the packaging materials. These operations require machinery capable of achieving a repeatable, high rate of precision quickly and efficiently.

While investigating replacement options for the company's existing IE3-rated motors, Mr. S.R. Shivshankar, CEO of ACG, discovered ABB's Baldor-Reliance EC Titanium motor through a LinkedIn post and advised his team to contact the local ABB sales office. The sales team conducted a virtual presentation and product demonstration session with representatives from ACG.



A 7.5 Hp, 1,800 RPM rating EC Titanium motor was chosen and bench tested against one of ACG's current IE3 motors to evaluate energy savings and payback time. The results were overwhelmingly positive. EC Titanium achieved an average unit consumption of 45.1 kWh per day over the seven-day test time, compared to 57.69 kWh for the existing motor. This reduction in energy consumption achieved by replacing one IE3 motor with EC Titanium would result in a monthly energy consumption cost of \$155.04, compared to \$198.38 for the IE3 motor – a savings of \$43.30 per month or \$520 per year, per unit. This cost savings would realize a complete return on investment in less than two years.

Decision makers at ACG were impressed with EC Titanium's superior performance and energy savings. The company purchased a 10 Hp EC Titanium motor for further testing, and discussion is now underway for the purchase of an additional eight 10 Hp and five 7.5 Hp EC Titanium units. Additionally, ACG is working internally to allocate a budget for replacing all IE2 and IE3 motors in the company's Shirwal, Maharashtra, India, plant with EC Titanium motors.

<b>Induction motor (IE3)</b>	<b>EC Titanium motor (IE5+)</b>	<b>Difference</b>
Average unit consumption per day (seven-day test duration): 57.69 kWh	Average unit consumption per day (seven-day test duration): 45.1 kWh	12.59 kWh
Estimated monthly energy cost per unit: \$198.38	Estimated monthly energy cost per unit: \$155.04	\$43.30 per month per unit
Energy reduction: 20%		
Annual savings: \$520 per unit		
Estimated return on investment: 18-24 months		