



In Today's  
Economic  
Environment,  
Every Dollar  
Counts

## Chicago Pneumatic Total Cost of Ownership (TCO) Advantages

People. Passion. Performance.  
[www.cp.com](http://www.cp.com)

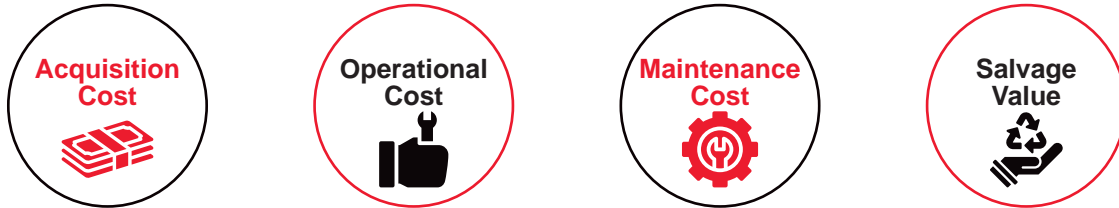


# The Purchase Price Is Just **The Beginning**

When you need a new industrial tool, the purchase price is just the first cost you will incur. Throughout the life of that tool, other costs will accrue. In today's economy, every dollar counts. At Chicago Pneumatic, we design and service our tools based on the concept of Total Cost of Ownership, TCO. TCO is defined as:

**“An asset's total cost during its useful life.”**

TCO has several components:

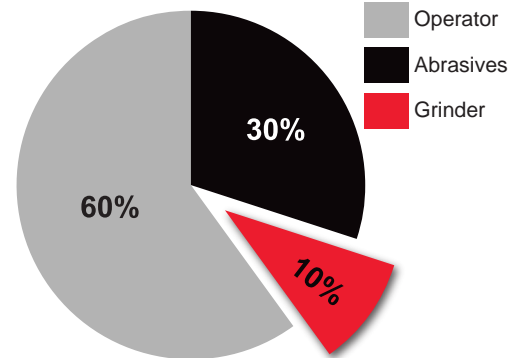


## TCO and Tool **Economics**: Total Cost Of The Tool

Why does choosing the tool with the right level of quality for the job matter? In today's competitive economy margin pressure is a daily reality. Your tool inventory can have a significant impact on the total cost of your products and services.

Let's take the economics of industrial grinding for example. Tools make up only 10% of the industrial grinding process which in turn has a significant impact on total cost of production.

By viewing your needs through the lens of total cost of ownership, Chicago Pneumatic will help you select the best tools for your application.



## Chicago Pneumatic's Approach to **TCO**



### Air System Assessment

**Value: \$1500**

We will review, monitor, and provide a recommendation report for your current air system.

### Air Line Safety Training

**Value: \$500 Per Employee**

Make sure your operators are using your air lines safely with our training program.



### Tool Crib Assessment

**Value: \$500**

Better manage inventory and standardize / reduce tooling for multiple operational departments.

**Chicago Pneumatic TCO Program**

### Tool Operator Training

**Value: \$250 Per Employee**

Increase safety and productivity in operation of grinders, impact wrenches, scalers and drills.



### Fatigue Training

**Value: \$250 Per Employee**

Improve operator productivity with training on how to reduce physical fatigue during tool operation.

### Trade In Program

**Calculated By Tool Category**

Your used tools have value. Our trade-in program allows credit for your old tools toward new ones.



# Design and Productivity Features That Make The Difference

Along with our proactive TCO programs, the features designed directly into our tools help make the difference as well. Let's look at a case study using the economics of material removal with an industrial grinder. It is important to consider many factors when selecting the right grinder:

- Safety
- Productivity
- Ergonomics
- Rate of Material Removal

Chicago Pneumatic's **auto-balancer technology** contains freely moving spheres which are used to counterbalance the vibration caused by structural imperfections in the abrasive used in the grinding process. Auto balance technology can reduce these vibrations by 20%, which optimizes the contact between abrasive and the application.

Material removal rates can be increased by 15% when compared to a tool without an autobalancer.

**Governed motors** are another feature that helps make the difference when deciding on the right tools. The governor controls the speed of the motor during operation. This increases tool life by reducing wear and tear on the motor and makes tools safer to use by operators.

### Auto-Balancer Technology



Vibration Reduction **15%** ↓

Material Removal Rate **20%** ↑

### Governed Motors



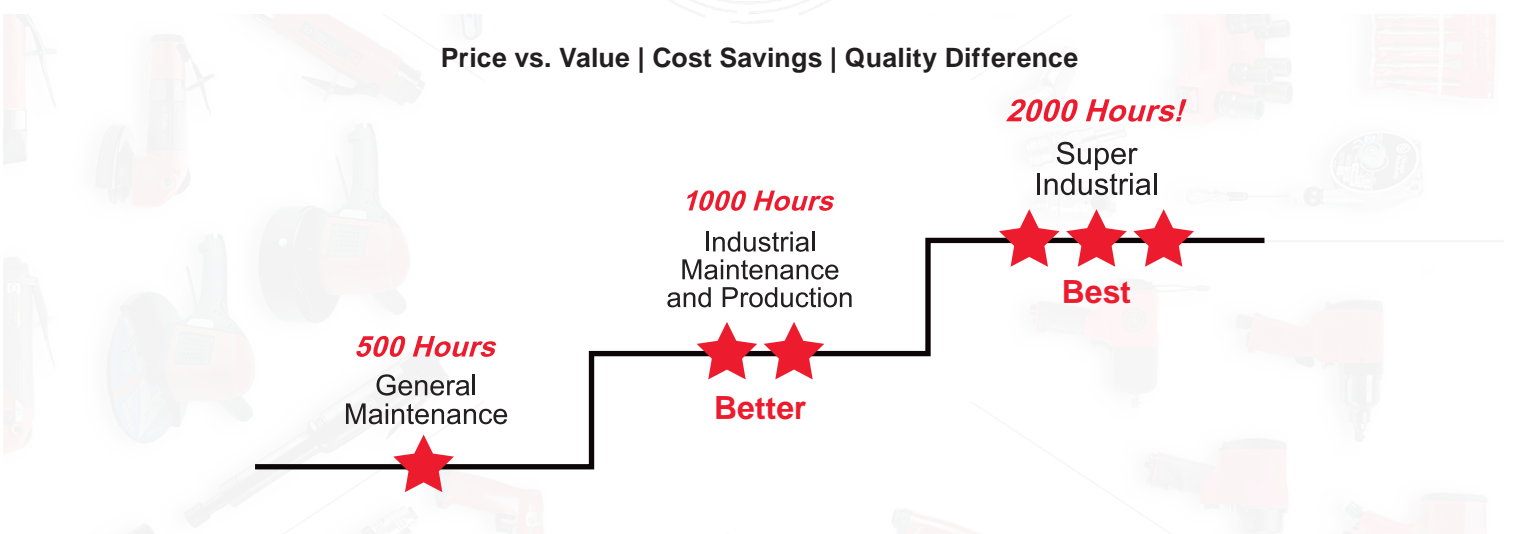
Reduced Tool Wear and Tear ↓

Increased Safety & Tool Life ↑

**CP 3550 Series Industrial Grinders**

## Star System: Good, Better, Best

CP recognizes that not all applications require a high performance, more expensive tool. We also know that cheaper does not always mean long-term cost savings. For this reason, Chicago Pneumatic offers a good, better and best option for most of the tools in our line-up. Determining the proper tool for the application is as easy as finding out how often the tool is being used.



## Your TCO Calculator:

	<b>Air System Assessment</b>	1	x	\$1500	=	\$1500	
	<b>Tool Crib Assessment</b>	1	x	\$500	=	\$500	
	<b>Air Line Safety Training</b> (\$500 x # of Employees)		x	\$500	=		
	<b>Tool Operator Training</b> (\$250 x # of Employees)		x	\$250	=		
	<b>Fatigue Training</b> (\$250 x # of Employees)		x	\$250	=		
	<b>Trade In Program</b> (Calculated by Tool Category)	1	x		=		
					<b>Total</b>	=	

## Chicago Pneumatic: A Full Line of Industrial Tools

We offer a full line of metalworking and metal preparation tools for virtually any application including:

Bolting | Welding | Grinding | Drilling | Screwing | Scaling | Machining | Sanding | Polishing | Filing | Chiseling  
Torquing | Tear-down | Fastening | Cutting | Forming | Riveting | Bonding | Caulking | Engraving | Assembling



Contact us today to see how our broad product offering and commitment to your industrial tool **total cost of ownership** can help you.



At Chicago Pneumatic we have a passion for performance and long-lasting partnerships. Since 1901, we have been committed to reliability based on technology and trust.

People. Passion. Performance.