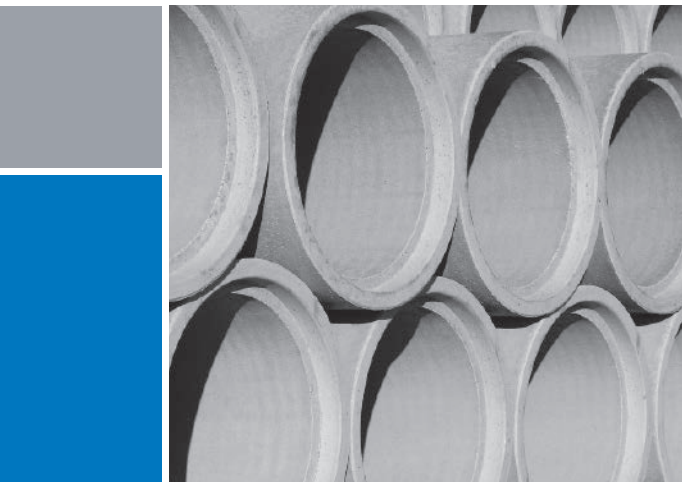




# Afinitas Alliance

## Service Partnership Programs



### Comprehensive Service Partnership Programs for:

- Production Machines and Handling Equipment
- Form Equipment
- Curing Systems
- Plant Optimization

# Introducing Afinitas Alliance Service Partnership Programs

Working together, through Service Partnerships, ensures safety, quality, and productivity — keys to success in today's dynamic plant environment.

An excellent way to stay ahead of the game is to be more proactive and preventative in the maintenance of your equipment. There's nothing more frustrating than a simple part bringing your production to a grinding halt — not to mention the time and productivity lost waiting for a replacement.

That's why Afinitas has developed our Alliance Service Partnership Programs, designed to assist with reduced downtime, maintain product quality, and ensure your team members operate as safely, effectively, and efficiently as possible.

Our Alliance Service Programs are most optimized for multi-year partnership agreements where our field professionals help to identify risks that may create downtime and product deficiencies. These assessments occur during regular service visits scheduled to fit your particular needs.

During your planned visits, our field professional will evaluate your equipment, identify problem areas, and provide professional guidance for repairs and maintenance, as well as system updates and enhancements.

## Why choose an Afinitas Alliance Multi-Year Service Partnership?

- Receive dedicated, individualized technician time spent on ensuring the reliability of your machinery and forms.
- Proactive scheduling of service visits to prevent issues that could cause downtime.
- Priority repair service and access to our vast parts inventory. We stock the parts so you don't have to maintain that extra overhead.
- Supplement your team with our skilled technicians who can support MRO needs as well as team member training.
- Most importantly, our multi-year agreements provide for sustained, year-over-year, Service Partnerships that significantly build upon the familiarity and trust that you have already come to expect from Afinitas.



Machine Maintenance Programs



Form Maintenance Programs



Plant Optimization Programs

## Production Machine Evaluation

### Available for Afinitas Machines, including:

- Atlantic
- CAP
- ePak
- Mastermatic
- Multicast
- PipePlus
- PipePro
- Prima Base (Smartcast/Capitan)
- Ringblitz
- Souveraen
- VUP

Our Machine Service Partnership Programs offer increased focus to our preventative maintenance and plans for repairs and improvements. As part of our inspection, we'll communicate the critical wear points and maintenance needed to your team. In addition, we'll evaluate wear and spare parts inventory, to avoid downtime and suggest machine upgrades/replacements to increase efficiency and reliability. The Afinitas technician will issue a written inspection report detailing all of this information along with recommended actions.

### Equipment Evaluation List:

- Hydraulic and Pneumatic Power Source
- Electrical System and Controls
- Power Transmission (wheels, belts, gears, bearings)
- Operator Console or Interface
- Actuators (cylinders, motors)
- Specialized Parts on Equipment

**NOTE:** Production machine evaluation requires operator's survey filled out before the visit, observation of the machine in production, and approximately a half day of machine shutdown for close inspections. Sub-pit entry (if the machine has stilts/sub-pit) needs planned for the inspection. Consider confined space requirements.

### Pick the Service Partnership Plan that Works for You.

Contact us to discuss the service partnership plan that is professionally tailored to fit your particular needs.

Contact the Afinitas Service Team for a quote.



### Afinitas Services Team

#### Technical Service

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#### Parts

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#### Accessories

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#### Curing

Phone: 833-428-7464  
curingparts@afinitas.com

 Did you know Afinitas stocks thousands of parts — so you don't have to?

### General List of Equipment Evaluation:

- Hydraulic and Pneumatic Power Source
- Electrical System and Controls
- Power Transmission (wheels, belts, gears, bearings)
- Operator Console or Interface
- Actuators (cylinders, motors)
- Specialized Parts on Equipment

**NOTE:** Form evaluations require clean forms, staged for quick access, and exclusive use of a crane to manipulate forms to positions for inspections. This also includes form shop stands to allow for personnel to be close to the form and inside them, while the form is above the floor. With this arrangement, it is estimated 6 forms per day could be inspected.

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P-Lock assembly inspection



Core bottom wear and seal band inspection



Jacket top inspection



Jacket wear indicator

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At Afinitas our goal is to ensure you have the curing solutions that are best suited to your needs to produce durable, quality products with high efficiency and minimal downtime.

## Technical Support and Training

We are there to assist with technical guidance, documentation and instruction for your curing operations teams and ongoing support throughout the life of your system.

## Installation/Turnkey Services Retrofit

We know that curing is critical to your concrete product production and having the right equipment for your specific applications is key. In many cases, a cost-effective way to optimize performance is to upgrade your existing equipment. At Afinitas, we have the engineering expertise to consult on any upgrade. After an extensive review of your facility's equipment, our team will develop a comprehensive plan that will allow you to extend the life of your existing equipment while making it more efficient.

## Retrofit Program Includes:

- Engineering services
- Modifications on existing systems
- Ability to add new capabilities such as aggregate heating to system
- Integration of controls systems, piping, moving floors
- Training and documentation

## Start Up Service

For new plants or those producers simply looking to enhance operations, we will perform a comprehensive equipment analysis based on the performance metrics you are targeting. Whether a new system is needed or just replacement parts, our goal will be to avoid costly downtime for your plant.

## Our Replacement Services Include:

- Changing out old/outdated equipment
- Custom design new system
- Fully integrate system components
- Configuration, Calibration, Testing
- Training, documentation

## Maintain Your Equipment

We can help you preserve the life of your curing equipment with our Annual Inspection/Quality Maintenance Programs.

Contact the Afinitas Service Team for a quote.



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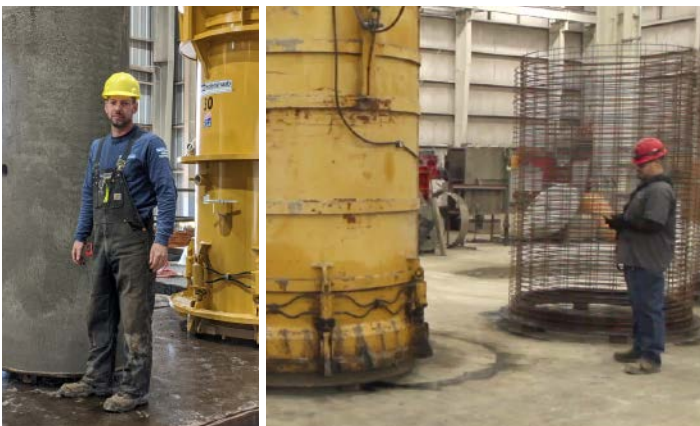
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### Curing

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Automated pipe plant



Afinitas has experienced technicians available to evaluate the operation and maintenance of your machinery. Our technicians are involved with pipe production in plants throughout the world and our plant evaluation process can result in large operating benefits for your plant. During the site visit we evaluate both your mechanical equipment and audit your production practices. Both areas are critical to the consistent and efficient production of quality products. We identify problem areas and provide suggestions for equipment enhancements, recommended parts inventory, and a wide range of other solutions. Additionally, we can personally assist your team to implement the suggested changes into your operation. Simple repairs are included in the visit.

### Objectives of the Plant Optimization Process:

- Bring a focus on safety, quality, quantity, in that order of priority.
- Communicate the critical safety areas for all personnel.
- Evaluate your product quality and provide guidance for consistent assessments beyond typical specifications.
- Observe your operation and team in action using our audit tools to identify key areas of improvement.
- Provide a written report of the visit with recommended actions.

Plant Optimization Service Programs are currently offered for all production machinery lines, including: Atlantic, CAP, ePak, Kastmaster, Mastermatic, Multicast, PipePlus, PipePro and VUP. Site visits are suggested to occur at intervals, with a focus on different and specific areas at each visit.

### The following machine and plant procedures will be evaluated:

**MACHINE OPERATION:** A time study of machine cycle times will be performed. The production step that paces output will be identified and recommendations will be made as to how to reduce the time of that step. Also, production operations will be monitored to determine if proper machine procedures are being used. This includes an overall focus on increasing machine output, while maintaining quality.

**OFFBEAR/CRANE OPERATION:** Crane cycle times often pace production. Evaluation of unnecessary motions, delays, or practices will be evaluated. Also, proper kiln organization for quick pickup of pallets and cages will be evaluated.

**MACHINE STARTUP AND SHUT DOWN:** We will determine if there is an organized plan for daily machine startup and effective use of personnel to minimize machine startup time.

**PRODUCT APPEARANCE/QUALITY:** Production procedures relating to appearance and pipe quality will be evaluated, including deburring, patching, yarding practices, mix designs, machine procedures, and reinforcement.

**REINFORCEMENT:** Cage quality, flow of cages to the machine, and the existence of plant guidelines to ensure the fabrication of quality cages will be evaluated.

**MIX DESIGN:** Concrete mix will be evaluated for gradation, moisture content, sediment, and admixtures. Also, attention will be given to determine the existing plant procedures used to monitor mix as input materials change.

**HANDLING OF CURED PRODUCT:** Procedures used to tip out pipe will be evaluated with attention to safety, double handling, delays, and efficiency.

**JOINT RING REMOVAL, HANDLING, AND CLEANING:** Procedures and equipment used to remove joint rings will be evaluated as well as the proper rotation and use of personnel. Joint ring stacking, handling, storage, and transportation procedures will be evaluated. Cleaning procedures will be evaluated, including the effectiveness of the release agent. Special attention will be given to the cleaning of critical, but difficult to access areas.

**CLEAN UP AT THE END OF SHIFT:** Techniques used for the daily cleanup of the pipe machine and form equipment will be evaluated, including if certain key areas are being cleaned during the production day.

**EMPLOYEE SAFETY AND TEAMWORK:** Machine and form equipment will be inspected to make sure guards and safety decals are in place. Production practices will also be observed, Barriers to employee safety will be evaluated. Such barriers can include lack of training, communication, or organization.

**PRODUCT CURING:** We will evaluate your curing procedures and processes and make recommendations on how to improve your system.

**PRODUCT TESTING:** We will evaluate your testing equipment and procedures and make recommendations on how to test your products more effectively and efficiently.

**VIBRATOR SYSTEM EVALUATION:** We will evaluate your electric vibrator overload protection and overall vibrator maintenance.

**REINFORCEMENT SPACERS:** We will evaluate your spacers and spacer handling procedures, making sure they are positioned correctly and that the best spacer system is being used to hold your reinforcement during the pipe manufacturing process.

**PERSONNEL TRAINING:** We will evaluate your management, support, and operating personnel to determine the need for general or specific training.

Contact the Afinitas Service Team for a quote.



Pipe testing

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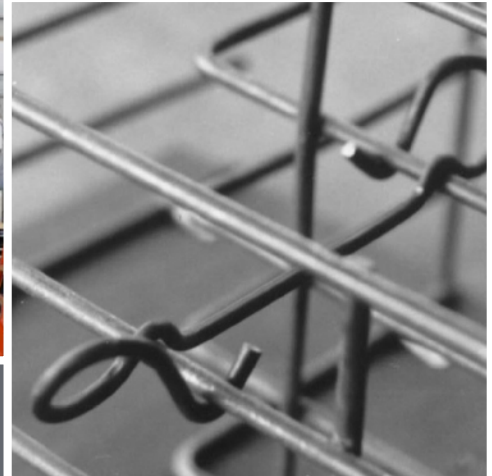
# Afinitas Alliance

## Service Partnership Programs

Equipment & Automation



Concrete Accessories



Forming Systems



Intelligent Infrastructure Solutions  
 Visit [www.afinitas.com](http://www.afinitas.com) to learn more.

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### Intelligent Infrastructure Solutions

Afinitas is a global, comprehensive and customer-oriented equipment, automation, forming and accessories platform for precast concrete and infrastructural products.

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