

# How Motion<sup>®</sup> and Abatement Technologies<sup>®</sup> Helped a Customer Save \$180,000

"To say they are happy with your system  
would be an understatement."  
- Motion Representative

## BACKGROUND

Motion, an industrial distributor serving North America, was tasked with helping a leading manufacturer of saline and glucose IV bags maintain its cleanroom environment during routine ceiling maintenance. Accessing the overhead space for work posed a risk to the sterile environment and disrupted production.



## THE CHALLENGE

Each instance of their in-ceiling work required one of two solutions:

- Hard Containment: Building physical barriers around the work area at a cost of around \$10,000 per job, halting production in affected zones.
- Shutdowns: Delaying maintenance until scheduled plant shutdowns, risking downtime and delays to critical repairs.

These methods led to other inefficiencies:

- Lost productivity on nearby equipment.
- Lengthy approval procedures to restart work post-maintenance.

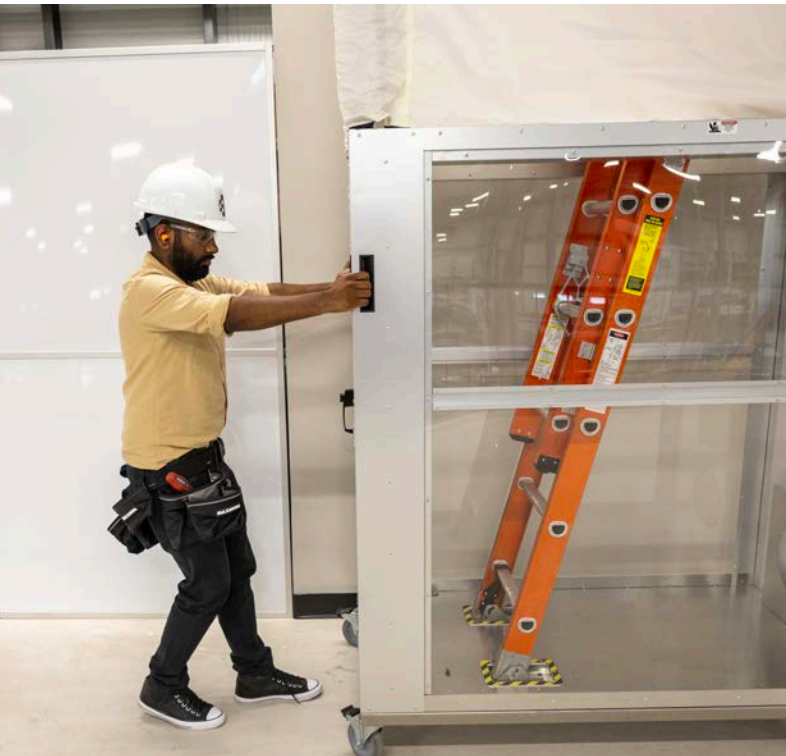
Maintaining a sterile environment is crucial for product quality and safety. The customer needed a more effective way to manage overhead work without compromising the cleanroom's integrity or incurring excessive costs.

## THE SOLUTION

Motion introduced the customer to the Abatement Technologies® Aire Guardian AG8000 Mobile Dust Containment Cart, an ICRA-compliant solution. The cart is specifically designed to create a small containment space and allow technicians to safely perform overhead maintenance while preserving the sterile air in the cleanroom. The Aire Guardian® Top Extension was added to augment the cart's functionality, increasing its height and expanding the workspace.

Key uses of the AG8000 for this customer include:

- Utility maintenance.
- Changing lights.
- Ceiling tile replacements.
- Troubleshooting electrical and vacuum systems.



## THE BENEFITS

Since their implementation of the AG8000 Mobile Dust Containment Cart, the manufacturer has noted significant improvements:

- To date, the AG8000 has been used 18 times, cutting the maintenance cost of \$10,000 per job and saving a total of \$180,000 in direct costs.
- Shutdowns on neighboring production lines and expensive delays have been avoided, enabling continuous operations.
- Routine maintenance has been completed faster, with fewer administrative hurdles, less paperwork, lower costs, and reduced testing necessary to restart production.

A representative from Motion underscored the customer's satisfaction in a testimonial to Abatement Technologies, stating, "To say they are happy with your system would be an understatement."

The AG8000 Mobile Dust Containment Cart has proven to be an invaluable tool for the manufacturer, ensuring cleanroom integrity while significantly reducing costs and downtime. By delivering a seamless solution to overhead maintenance, Motion has helped its customer save over \$180,000, all while maintaining smooth and efficient operation of the production lines and ensuring efficiency and cost savings for future in-ceiling work projects.



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