



Reducing cost, increasing value

ERIKS Manufacturer Supply and Support

know-how makes the difference

ERIKS



INSIDER KNOWLEDGE

Manufacturing today faces many challenges. Increasing globalisation can open new markets but also brings greater competition.

The pressure is on supply chains to source competitively, respond quickly to demand patterns and at the same time minimise capital employed.

Technical expertise is a precious resource, whilst the need to embrace new technology, LEAN manufacturing and Value Engineering has never been greater.

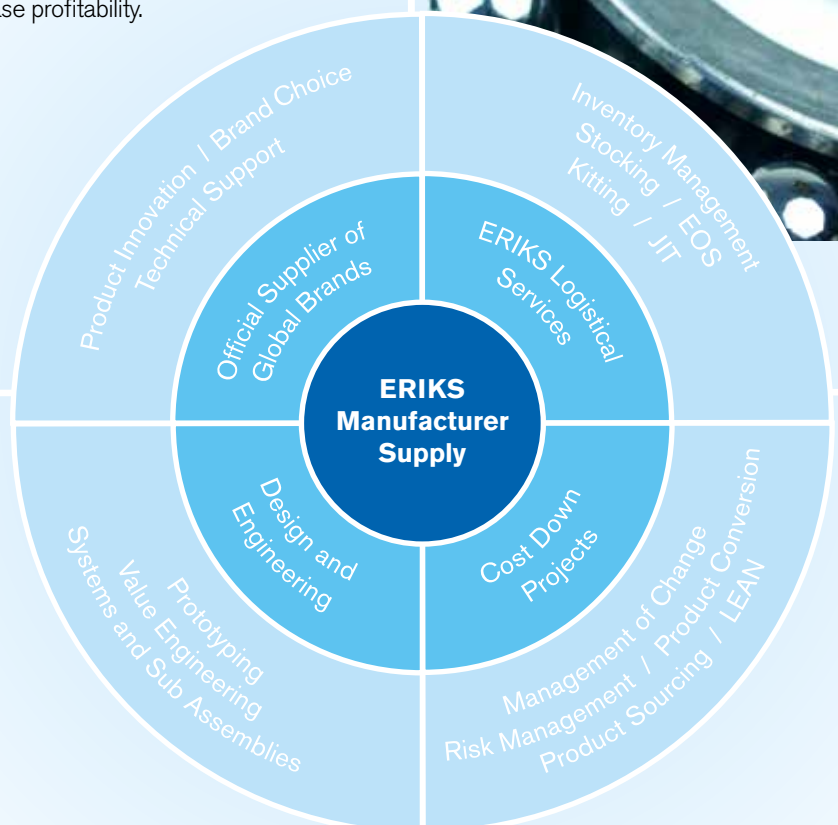
Quality and risk management, efficient business processes and after sales support complete the picture of a modern manufacturer.

The ERIKS approach is to help you enhance performance and value, to reduce costs and ultimately to increase profitability.



Helping you reduce the cost of UK manufacturing

Helping you enhance performance and value



WHY CHOOSE ERIKS MANUFACTURING SUPPLY?

Reducing your manufacturing costs shouldn't be at the expense of quality. In fact, by choosing the right supply partner, you can not only **reduce costs** but also **add value** and **enhance performance**.

ERIKS quality manufacturer supply provides leading brands backed by design and engineering expertise, and delivers cost-down projects, all supported by comprehensive and efficient logistical services.

All of which helps you reduce your time-to-market, increase your product's performance, and enhance its value.

A complete supply service

- Choose from leading global and ERIKS brand products
- Call on our extensive design and engineering technical expertise
- Benefit from our unparalleled product management capability
- Take advantage of our operations know-how
- Rely on our robust and well-managed supply chain



WHAT MAKES ERIKS DIFFERENT?

When we supply products, it's not only products we supply – because we're more than just a supplier.

We're a quality manufacturer partner, offering a whole range of services that can help to increase the efficiency, performance and value you deliver to your customers.

Design and engineering expertise

- Prototyping and first fix
- Value engineering
- Systems and sub-assembly build
- Application engineering

Cost-down projects

- Product sourcing
- Vendor change management
- LEAN / CI programmes
- Product re-engineering

Flexibility

- 24-7 logistics
- Rapid redesign
- UK-based production and stocking centres
- Brand choice for "best fit"



ADDING VALUE TO YOUR BUSINESS

Reducing time-to-market, and responding rapidly to peaks and troughs in customer demand, requires an expertly managed, robust, reliable and flexible supply chain. ERIKS Manufacturer Supply and Support is highly adaptable to suit your manufacturing schedules and ensure you can maintain the most efficient production levels at all times.

ERIKS logistical services comprise:

■ Inventory management

A well-managed inventory creates not only immediate financial benefits, but also a leaner operation that performs better and more profitably in the long-term.

■ Easy Order System®

Combining logistics services and e-Business solutions for purchase and management of your production materials, at a reduced procurement cost and with a lower TCO (Total Cost of Ownership).

■ Kitting

Custom-packed parts to meet the specific requirements of your production process.

■ Cost-down projects

By partnering with a reputable, global supplier, change can be managed more effectively and with lower risk. ERIKS' technical expertise and design experience can help in:

- Development of like-for-like product conversions to realise manufacturing and supply chain efficiencies
- Design changes to reduce materials, weight and manufacturing complexity
- Utilisation of alternative materials
- Component rationalisation and sub-assemblies.





CALL ON OUR CAPABILITIES

ERIKS Manufacturer Supply and Support encompasses the 3 core areas of:

- **Power Transmission**
Fluid Power, Bearings and Drives
- **Flow Technology**
Valves, Industrial Hoses and Gaskets
- **Sealing Technology**



We have comprehensive capabilities across all these areas, and offer a range of services supported by our in-depth specialist know-how and our passion for technology.

Kitting

Save time, increase efficiency and reduce the possibility of error with custom-packed parts.

Design and engineering solutions

ERIKS' in-house engineers' expertise covers all aspects of engineering, complete and fully bespoke design solutions, for a number of applications and systems. From specification, design, manufacture and assembly, to installation, lubrication, condition monitoring and maintenance.

Systems and component integration and optimisation

Our all-round mechanical knowledge enables us to create integrated systems and component solutions to reduce costs and increase efficiency. We can also optimise components for your specific application.

Sub-assembly development and supply

Time and money-saving solutions developed by our expert engineers.

Innovation for sustainability

ERIKS' engineering know-how enables us to seek and achieve optimum sustainability through innovative design and materials.

Planet+

Our Planet+ initiative drives us always to seek products and technologies which help us and our customers to achieve positive energy, pollution, waste and risk reduction.

CASE STUDIES

Hydraulic Solution for Manufacturer of All-Terrain Vehicles

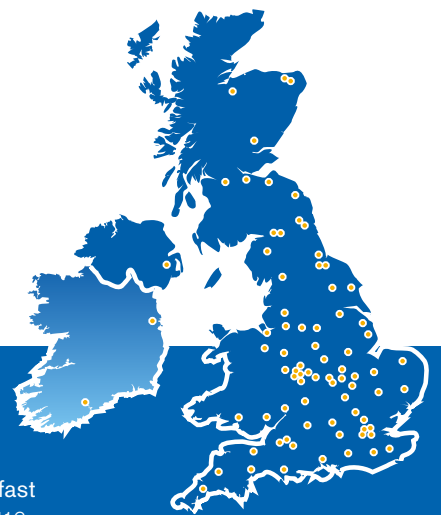
SITUATION

A manufacturer of all-terrain vehicles used in arduous applications was working on a project to design and build a prototype vehicle for laying service cables in 3m diameter tunnels hundreds of metres below the streets of London. The customer was tasked with many issues for the transfer of Hydraulic fluid around the unit including routing of hoses and the achievement of a specific cleanliness level for the hydraulic fluid to prevent any failures in component hardware, thus reducing the necessity for almost impossible maintenance work below ground.

SOLUTION

ERIKS Fluid Power experts liaised with chief engineers during the design process to ensure that all necessary product specifications were met. In addition, a process to ensure that all products supplied by ERIKS were cleaned, tested & supplied to the required cleanliness levels was introduced. Once the unit was fully assembled, ERIKS Fluid Power Experts attended site and assisted with onsite Flushing of the unit until all of the components, pipes & hoses reached and surpassed the required cleanliness level using condition monitoring equipment.

The swift response to providing a solution for the customer, allowed them to complete the prototype in ample time. The success of the first unit led to subsequent orders in excess of £1 million.



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