

DOING WHAT THEY DO BEST

EVERY ONE OF YOUR SUPPLY PARTNERS HAS THEIR STRENGTHS. THE TRICK TO ACHIEVING OPTIMUM PERFORMANCE, PRODUCTIVITY AND PROFITABILITY FROM YOUR EQUIPMENT IS KNOWING WHAT THOSE STRENGTHS ARE – AND CALLING ON THE RIGHT ONES WHEN YOU NEED THEM.

OEMs, for example, are experts at designing and building the machines you need to do the job you require. Your own engineers, on the other hand, are experts at commissioning and running those machines to achieve optimum efficiency and productivity.

ERIKS' strength lies in understanding every individual component of your machines, and knowing how to ensure each one performs as it should.

So if you're relying on your machine's OEM or your own engineers to do that job instead, it could be losing you production in the short-term, performance in the long-term, and profitability on the bottom line.

Numbers or know-how?

When a component needs replacing, for example, your first thought will be to contact the OEM. But what if they don't have any in stock? And they're not producing the next batch of that particular component until three weeks' time? Or they're on their four-week summer shutdown (see page 7).

Then you should do what you should have done in the first place. Call *ERIKS*.

From the OEM part number, part name, application and performance criteria, *ERIKS* have the know-how to identify a standard part of precisely the same specification. And which will be available ex-stock, for delivery same- or next-day. What's more, it will be available the next time you need it too. And the time after that, and the time after that.

So you're no longer at the mercy of your OEM, and your productivity will never again be

compromised. But that's not all that *ERIKS* can do for you.

What's in a name?

Once *ERIKS* has identified your part, all kinds of options open up.

For example, *ERIKS* could offer any number of leading brand options to choose from. Or where the brand is less critical price savings can be made. Or where performance is critical, a higher specification or more engineered upgrade can be offered that has proven its worth and longevity in similar applications for our other customers.

It may even be the case that what appeared to be an OEM part may turn out to be simply a standard stocked item sold at a premium. Which means we can almost certainly supply the identical part at significantly lower cost.

Whatever you decide, the difference is that you – not the OEM – are now in control.

The bigger picture

With the immediate problem resolved and your machine back up and running, *ERIKS'* know-how can help you to see beyond the component.

Most OEMs are wholly focused on designing and manufacturing the machine. *ERIKS*, however, can apply their broader component, application, and supply chain know-how to ensure the machine maintains or even improves its performance: with greater reliability, less downtime, and lower Whole Life Costs.

Recently, a recycling company experienced a number of failures – including cracking of the bearing cases – in the gearbox that operated mixing blades in a mixer tank. Having decided that the unit's capacity was too small, the customer was quoted around £20,000 for a replacement gearbox from the OEM. However, *ERIKS* were able to specify a lower-maintenance, lower-cost replacement unit to satisfy all the customer's requirements.

ERIKS' engineers can assess your application as a whole, and bring their know-how to bear to discover why the component failed in the first place, and whether or not the cause can be engineered out, or the process re-engineered for reliability or performance gains. *ERIKS* can even design and manufacture complete sub-assemblies, to provide a comprehensive solution.

Engineering your inventory

ERIKS' know-how doesn't apply only to components on the machine. It also encompasses components in the stockroom.

As part of their Integrated Services offering, *ERIKS* can look as closely at your inventory as they do at your equipment, and help you to rationalise your stockholding to save on inventory costs.

For example, operating five pieces of equipment made by five different OEMs usually means five different sets of part numbers covering – for instance – a bearing. *ERIKS'* component knowledge will make it possible to identify whether that

bearing is common to all five machines, and whether it can be replaced with a single part from one manufacturer. If it can, your inventory and associated costs will be reduced at a stroke.

It's just one more way that choosing the right supplier for the right job can save you money and optimise your productivity. Especially when that supplier is *ERIKS*.

High-speed solution

When a steel mill suffered a major failure of a gearbox operating a furnace door, a 60% loss of manufacturing capacity resulted, at a cost of around £19,000 per shift. The customer contacted *ERIKS*, and a like-for-like replacement was investigated – but the OEM factory was on its annual August shutdown.

ERIKS' Drives Core Competence Centre engineer visited the site within an hour to make an initial inspection and instigate a dual course of action: inspecting the failed unit for possible repair, and specifying a replacement Fenner unit.

The customer decided on the replacement option, and the new unit was built within 4 hours and delivered to the site the same day. The original gearbox will now be inspected at an *ERIKS'* Specialist Repair Centre, and Repair and Replace options outlined, giving the customer the opportunity to hold a spare to avoid expensive downtime in the future.



Karl Rush
New business manager
ERIKS UK
On-site solutions

