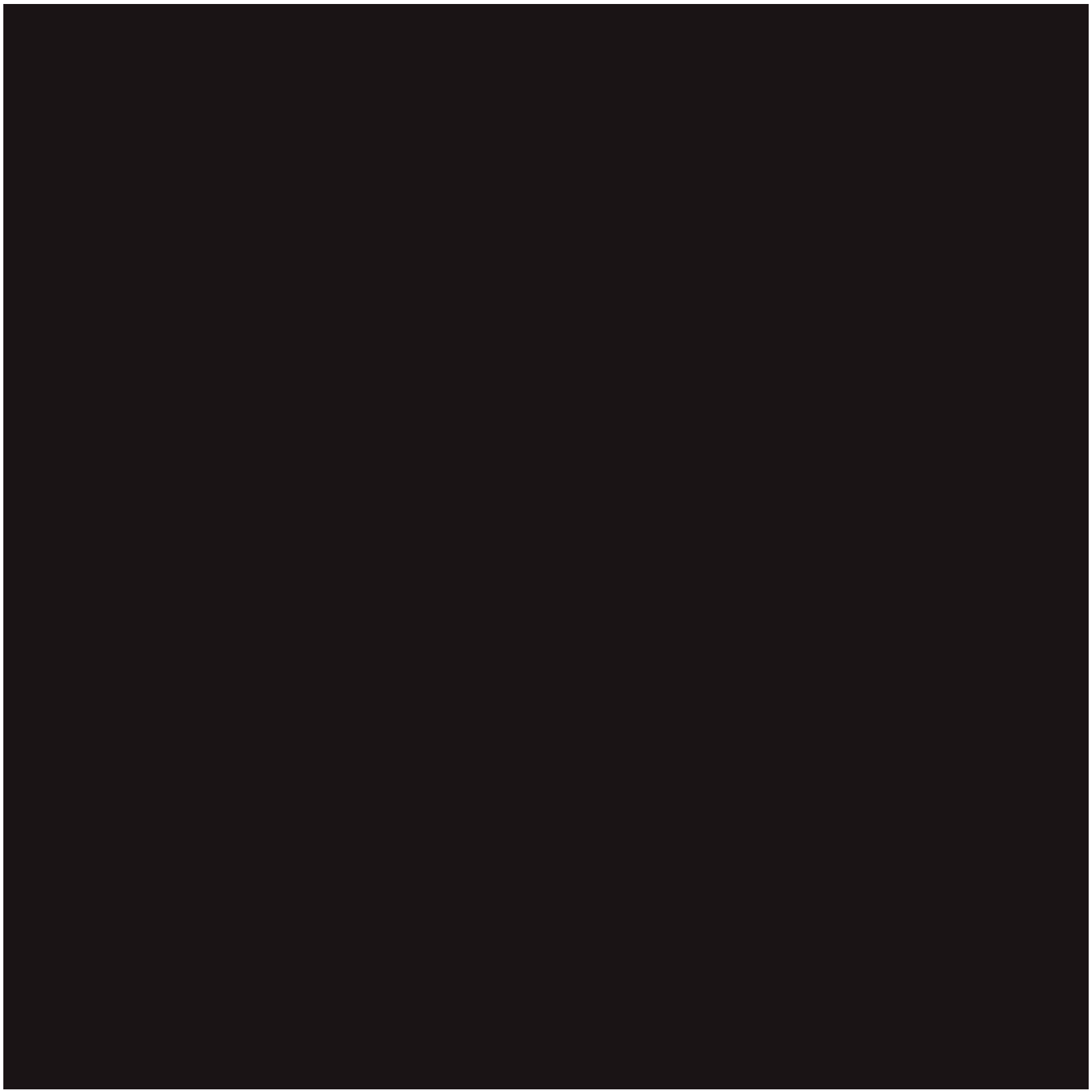




ORIGINAL PART



A familiar image: the Original Part label. But there is a whole story behind it. A story that's rooted in many decades of experience and that is carried forward by many people in a strong, worldwide organization.

A story where, surprisingly, the supporting role gets all the attention. Usually, the lead character is your trusted brand of compressed air equipment with all its strengths and benefits. But this time, we'd like to focus on the supporting role played by Original Parts and Service.

"Supporting" is to be taken literally. Original Parts and Service are all about support, of the equipment and of the end customer.

Original Parts and Service support the brand reputation of quality and reliability. To the customer, support translates into sustained performance, efficiency and uptime.

THE LONG RUN

The first way in which Original Parts and Service reinforce the brand's equipment is by making it last.

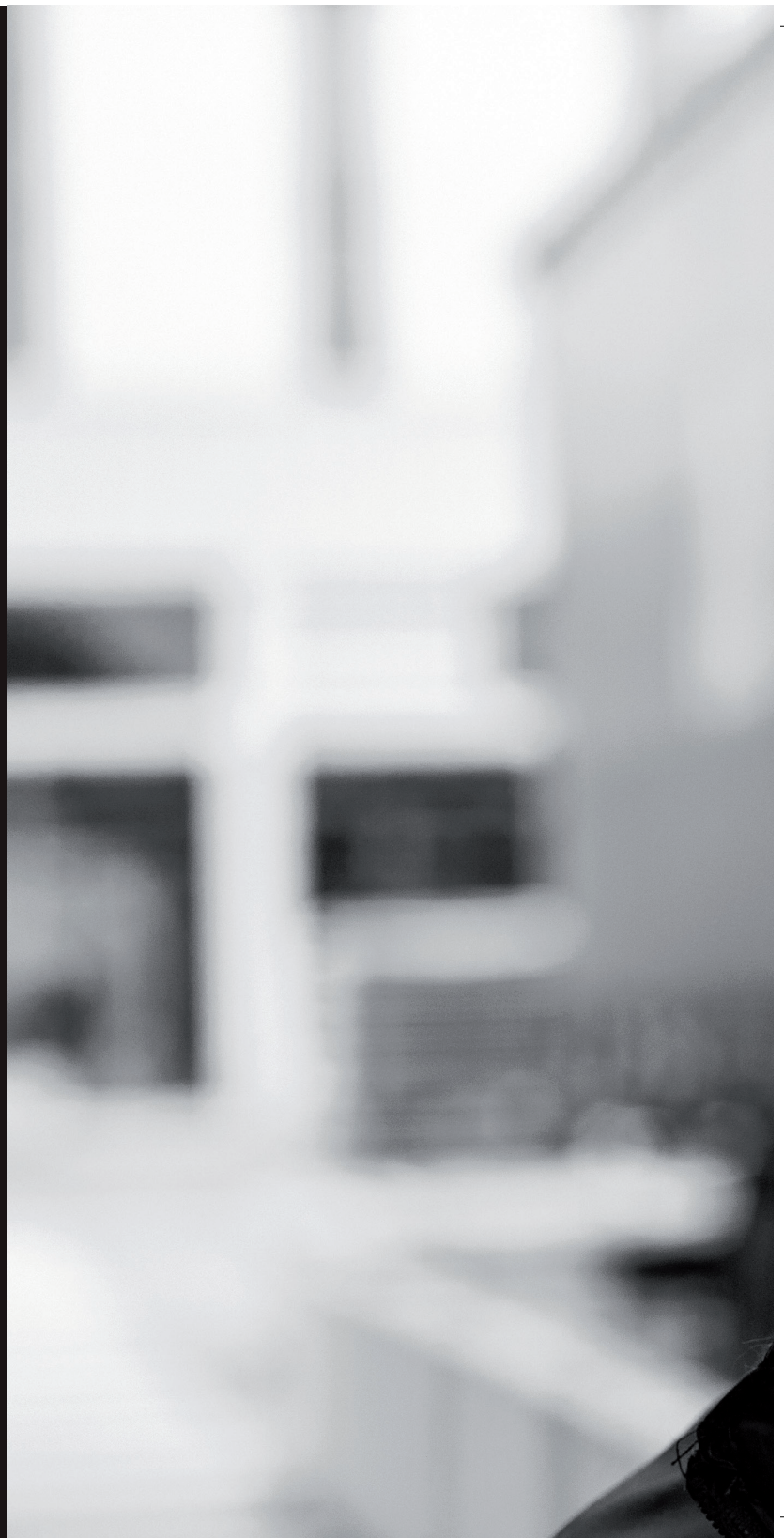
A customer has bought quality compressed air equipment. But over a longer period, reliable performance largely depends on good maintenance. That means regular service at the right intervals, by knowledgeable people, using replacement parts that were designed for the equipment.

With Original Parts and Service, machines work more efficiently and reliably, with a minimal risk of breakdowns. The equipment will live longer at a lower operating cost.

Regular service using original spare parts extends the lifetime of your compressor by 20 %.

Long-term reliability also means a dependable supply of parts and service. Promises are kept, and delivery times are minimal thanks to proven logistics within a worldwide organization.

While shipping 7400 parts every day, we strive for 95% availability or more.









ORIGINALITY STANDS OUT

What distinguishes an Original Part from non-original alternatives?

Original means authentic, as opposed to copied or fake. Copies may look similar but turn out to be flawed on closer inspection. These flaws may compromise the system's integrity and reliability.

Compressors serviced with Original Parts break down 80% less often.

Originality also refers to the origin of the parts. Designed and made by the original equipment manufacturer, they will be a 100% fit. Not just in terms of size, but as pieces of an intricate system where all components work together to produce compressed air reliably, efficiently and safely, protecting the integrity of the whole air system.

All Original Part designs are 100% lab-qualified before being put on the market.

Original Service is carried out by factory-trained experts. Their product knowledge, combined with the Original Parts, is your guarantee that the service will result in optimal performance.

Our service technicians normally get at least 40 hours of training every year.





AN IN-DEPTH LOOK

The value of Original Parts is the result of extensive Research and Development. Through many years of accumulated know-how, the parts have been continuously improved. This ensures the customer always gets the latest in terms of quality and efficiency.

Every year, we spend more than 2% of our revenue on Research & Development.

A closer look at parts such as filters reveals the differences with generic parts. A much larger volume of high-quality filter material guarantees the part's effectiveness in particle or oil removal, protection of the equipment, minimal pressure drop, avoiding corrosion and maintaining system integrity.

Our unique designs are protected by more than 2500 patents worldwide.

While Original Parts are the result of technological achievement, service methods are equally fine-tuned and perfected using the latest insights and tools.

HIGHER VALUE

Original service saves costs in different ways.

Timely replacement of consumables keeps the air system free of moisture, oil and particles. Clogged or worn filters can lead to premature wear of the equipment, damage or even a breakdown. With regular maintenance, production loss and expensive repair costs are avoided. As a bonus, the equipment will keep its value.

Typically, a 1 day production failure due to a compressor breakdown costs more than the equipment.

Another consequence of worn components is a decrease in system performance. A saturated filter can cause a pressure drop. This means more energy is needed to obtain the same air delivery and pressure. That's why professional and timely service using Original Parts will keep the energy costs down.

A pressure drop of only one bar can increase annual costs by more than 7%.









BRINGING IT ACROSS

Being good at support requires a strong foothold. Original Parts and Service are backed by a solid global organization with unrivalled expertise in air compression and a proven concept of world class logistics. By combining forces, Original Parts can be sourced from the best worldwide suppliers while benefitting from economies of scale.

Comprehensive training is available to all authorized dealers and their service engineers, so all maintenance can be up to standard. A responsive organization takes care of urgent needs quickly and the availability of spare parts is guaranteed in all corners of the world.

Original Parts distribution operates 24/7 across the globe.

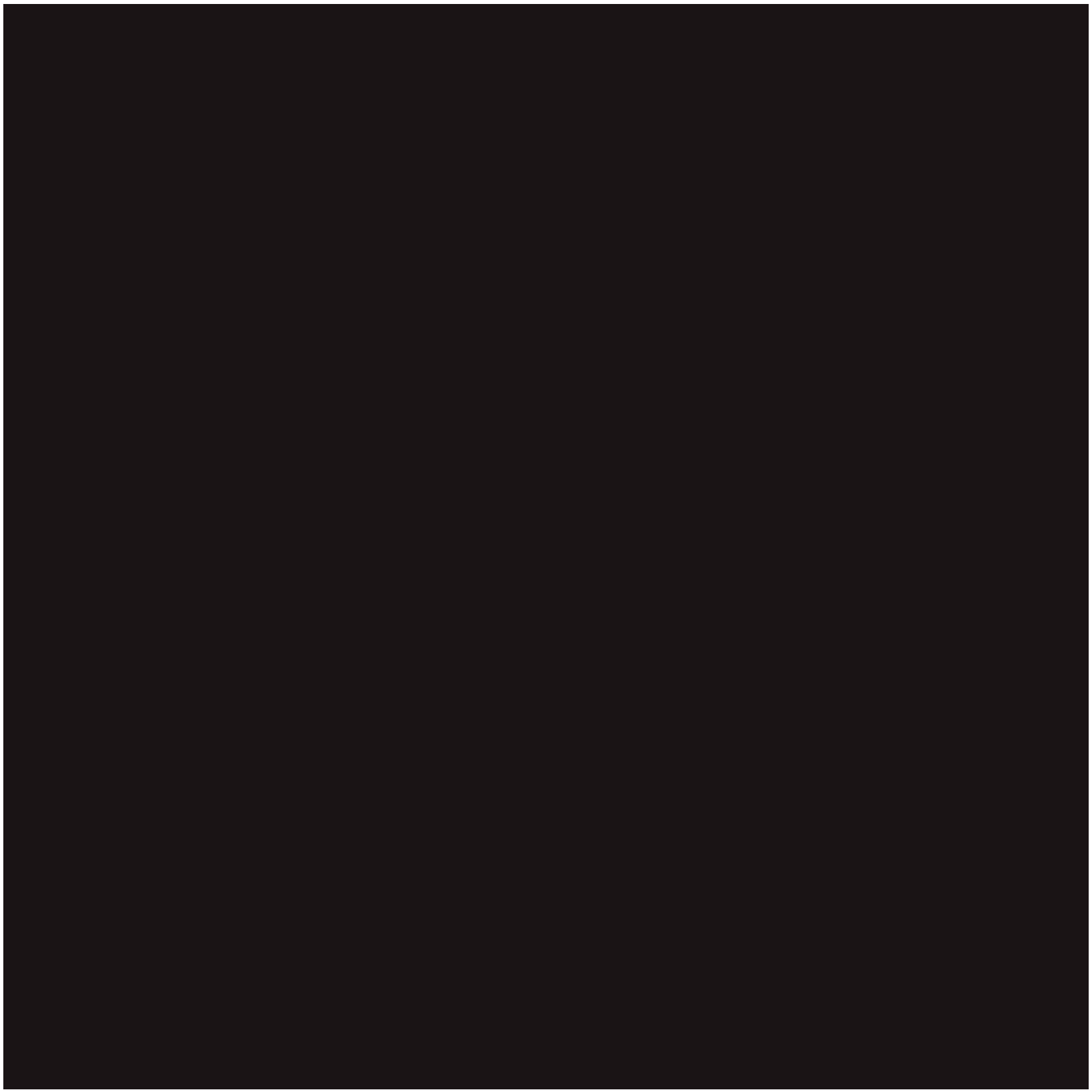
CARE. TRUST. EFFICIENCY.

The value offered by Original Parts and Service is summarized in these three simple words.

Care is what service is about. Care for equipment and for the customer's bottom line. For the professionals of Original Parts and Service, care is an attitude.

Trust is not given freely, it is earned over time. Continuity of production, maximizing equipment lifetime, consistently delivering on our promises... we are in it for the long haul.

Efficiency is key for a cost-effective operation. Equipment efficiency is ensured by regular maintenance. Efficiency of the service organization is how Original Parts and Service make the difference.



CARE. TRUST. EFFICIENCY.

