

ERIKS



Industrial Products, Services & Solutions



ERIKS

LETS MAKE
INDUSTRY
WORK BETTER

ERIKS



WE ARE PROUD TO BE **ONE ERIKS...**

We are many, yet we are one. It is a source of strength for ERIKS. Together, we reach out to customers all around the UK and Ireland. From simple product supply or repair to fully integrated indirect supply chain optimisation or asset management, ERIKS deliver time and cost savings each and every day.

How do we make our customers more successful?

We are multi-product specialists with availability of high quality products, on time deliveries and custom made solutions that create a real difference for our customers.

We have a passion for know-how. We are more than sellers of products. We apply technical expertise for our customers and help them to make their business work better.

We innovate and co-engineer. We create out-of-the-box solutions for and with our customers. We work together on constantly creating improvements that allow you to work better.

We have the security of being part of SHV, a privately owned global company with an annual turnover of around €20bn. Our parent, ERIKS Group, has over 7000 employees worldwide, 1700 of which are here in the UK.

We are part of Europe's Largest Distribution, Engineering and Integrated Solutions provider and we are proud of the way we help industry work better.

AT ERIKS WE MAKE IT
**SIMPLE TO GET
THINGS DONE**

ERIKS INDUSTRIAL PRODUCTS, SERVICES AND SOLUTIONS

PRODUCTS AT THE HEART

We offer a huge range of high-quality mechanical, electrical and maintenance products, backed by extensive technical and logistical services. Our products have been developed through long-term partnerships and perfected through listening to, and working with you, our customers.

SIX IN ONE

ERIKS know-how and expertise are focussed on six product areas:

- Bearings and Lubrication
- Power Transmission
- Fluid Power, Transfer and Control
- Sealing and Polymer
- Flow Control
- Tools, Safety and Maintenance

Our products provide long-term solutions which are reliable, sustainable and offer energy-efficient operation for a longer more cost-effective life and that's just the start..

Our experienced engineers can install and commission any part we supply – whether it's one we've designed and engineered, a special or a standard part. They can align drives, carry out all necessary safety checks, and gain type approvals where required.

SERVICES THAT KEEP YOU RUNNING

MORE TLC. LESS TCO

Monitoring and maintaining your equipment can help to ensure a longer life and lower operating costs. Our comprehensive choice of support services include:

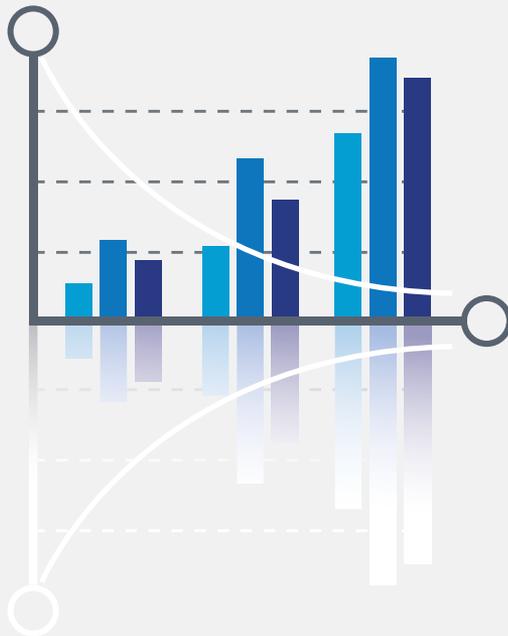
- Predictive
- Preventative
- Site Based Maintenance

All of which means that if and when a repair is required, we don't just fix the problem – we can fix the cause too.

By identifying the root cause of the failure we can ensure it doesn't happen again – or doesn't happen so often – which helps to extend the product lifecycle and decrease your Total Cost of Ownership.



REDUCING COSTS AND IMPROVING PERFORMANCE



Providing you with products that **PERFORM FOR A LIFETIME** at a minimum **TOTAL COST OF OWNERSHIP**

SUPPLY SOLUTIONS THAT DELIVER

Our focus like yours, is on what we do best, which is to seamlessly connect with your operation.

From our intuitive webshop for product purchases to full integration of your supply chain with our best in class MRO supply chain professionals and everything in between - we do what's right for you.

- Webshop
- Local Service Network
- Direct Support for Original Equipment Manufacturers
- MRO Supply Chain Management

INSPIRED BY INDUSTRIES

ERIKS works with customers across a wide range of industries which gives us unique insight, fresh ideas, and a constant source of inspiration.

By sharing solutions from one industry to another, we continually find new answers to old questions, and new ways to achieve the goals which all industries aim for: **cost-efficiency, sustainability, productivity and safety.**

TRUE, TRUSTWORTHY PARTNERSHIP

When you work with a true partner, it's hard to tell where your team ends and theirs begins. Working together is seamless, complementary, efficient and effective. Our people add an extra layer of knowledge, without adding an extra layer of complexity and that's why we're trusted by so many businesses to help them achieve their KPIs and SLAs.



SAVING TIME AND MONEY

Whether it's saving time through increased product performance, or saving downtime through greater reliability and operational efficiency or a more streamlined supply chain, we save time for our customers each and every day. All of which add up to greater financial savings than you could ever realise from buying cheap.



SAVING TIME

SAVING COSTS

SAFETY CONSCIOUS



LETS MAKE
PRODUCTS
WORK BETTER



PARTS ARE ONLY **A PART OF IT**

The ERIKS product offer is about more than just providing the parts you need to keep your production up and running.

It's also about supplying those parts reliably and efficiently. About having the experience to determine when off-the-shelf products are not the best option. And having the know-how and resources to offer a more effective solution.

That could mean something as seemingly straightforward as efficient logistics. Something as hard to find as engineering and applications expertise.

Or something as forward-looking as a product lifecycle approach which helps you to achieve the lowest Total Cost of Ownership for every part you purchase.

It's also about supporting those parts from initial purchase and customisation all the way through delivery and installation right up until they start working for you, and then ERIKS engineering and Site Services teams pick up the baton but more about that later.

£22m
OF **STOCK** WITH
ACCESS TO OVER
1.3m
PRODUCT
LINES



BEARINGS AND LUBRICATION

Bearings
Lubrication
Fittings Tools
Condition Monitoring



POWER TRANSMISSION

Belt and Chain Drives
Couplings
Gearboxes
Motors
Inverters



FLUID POWER TRANSFER AND CONTROL

Hydraulics
Pneumatics
Filtration
Industrial Hose



SEALING AND POLYMER

Seals
Gaskets
Polymers



FLOW CONTROL

Valves
Actuation
Pumps



TOOLS, SAFETY AND MAINTENANCE

Safety
Tools
Consumables
Industrial Electrical

The ERIKS product range encompasses both leading brands and ERIKS own specialist niche brands.

Fenner[®]

POWER TRANSMISSION

Flexion[™] **Goodall**

FLUID POWER TRANSFER AND CONTROL

Leader

SEALING AND POLYMER

PIONEER WESTON
PERFORMANCE SEALS

econ[®]

FLOW CONTROL

SMITH

AMG-PESCH

THOMAS

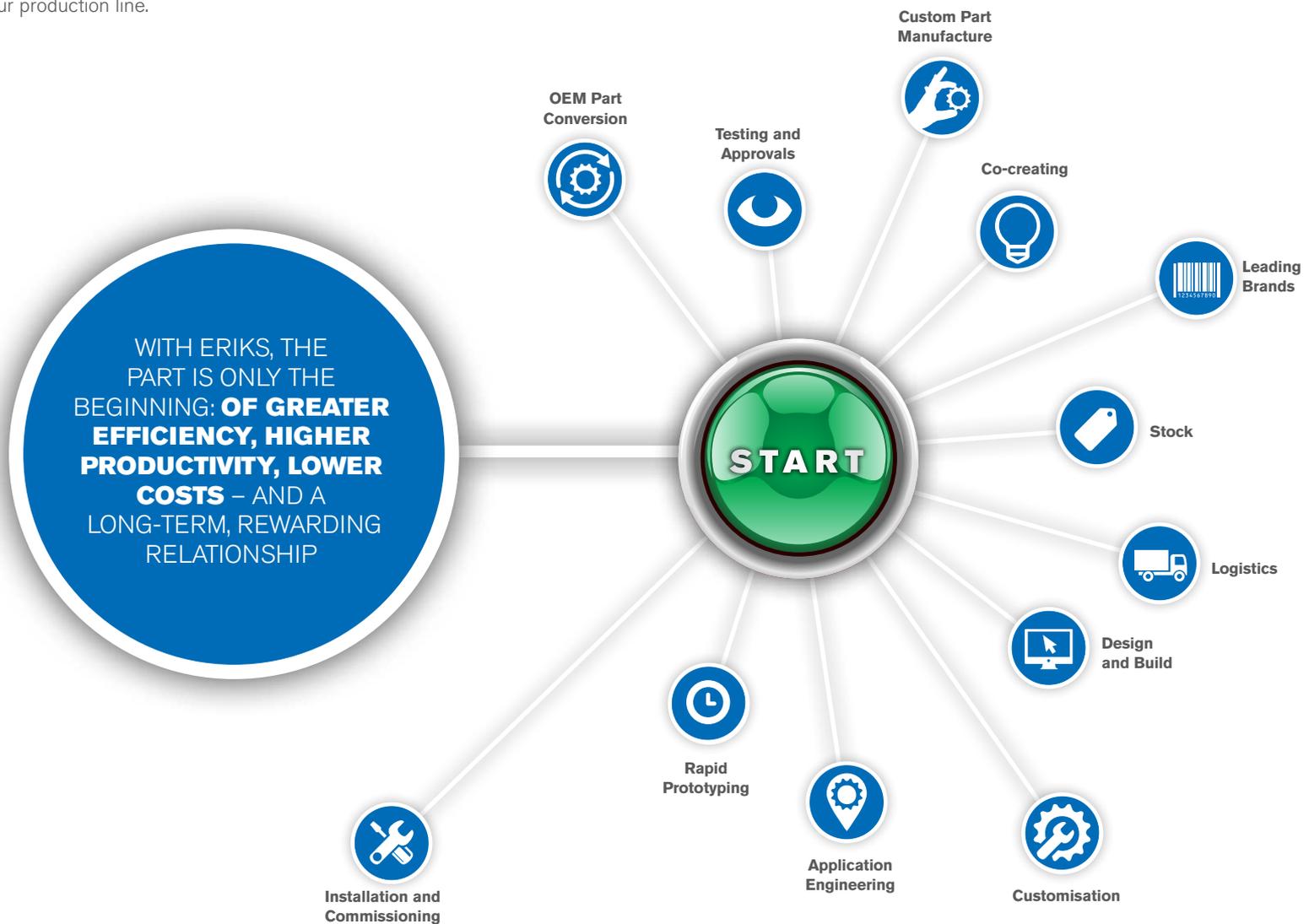
TOOLS, SAFETY AND MAINTENANCE

DESIGN, BUILD, SOLVE

Because ERIKS is so much more than just a supplier, we can work with you to solve any issue you have with your assets, whether they are on your production line or in the product you build.

Our Product Technology Centres offer leading brands backed by full in-house design and engineering expertise. Providing products, services and solutions that increase performance, value and success in both the product you manufacture or for your production line.

With our skills, know-how and expertise we help co-create new solutions that work better, increasing your efficiency, performance and success. We continuously challenge both you and ourselves to improve.



ASK US ABOUT:

- CAD
- Finite element analysis
- Parts design
- Building from
 - component parts
 - special parts
 - own-design parts
- Complete sub-assembly construction
- Complete asset construction and testing
- Project management





LETS MAKE
SERVICES
WORK BETTER



START AS YOU MEAN TO RUN

Whatever your aspirations for your business, there's one critically important factor: your production assets have to perform as you need them to. That means starting when required and running for as long as needed – for as low a cost as possible.

Our Technical and Engineering Services can undertake a simple repair or alignment check, if your resources are short you may want to take it further by using our Site Services team to shoulder the responsibility for specific maintenance tasks or gain foresight and insight with ERIKS reliability based asset management services.

Technical and Engineering Services combined with our product range deliver optimum performance over a lifetime and is guaranteed to save you time and money each and every day.

WITH ERIKS **SERVICES** LIFE MEANS LIFE



SUPPORT **FOR LIFE**

Even the highest quality, best designed, most carefully engineered product won't last for ever. But with the right support it can have a far longer more productive service life.

ERIKS Technical and Engineering Services will help to ensure the product is always operating at its most efficient, with less unplanned downtime.

If a repeat failure should occur, our engineers see it as an opportunity for performance improvement. Using root cause analysis, instead of simply addressing the symptom, they will resolve the issue and prevent it from happening again or happening so frequently.

So rather than possibly saving pennies on the initial purchase price, with ERIKS Technical Services support for life, you can save pounds on maintenance, repairs and replacements.

SERVICES

PRODUCTS		Advise / Review			Implementation	Optimise / Monitor					Maintain				Full Service
		Application engineering/ problem solving	Training	Spares and maintenance strategy	Installation /commissioning	Process improvement/TCO	Energy management	Condition monitoring	OnSite inspection	Testing & certification	OnSite maintenance	Lubrication	Repair	Replacement	Asset management
Bearings and Lubrication	Bearings	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓
	Lubrication	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	✓
Power Transmissions	Open Drives	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓
	Closed Drives	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Fluid Power, Transfer and Control	Industrial Hose	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓
	Hydraulics	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓
	Pneumatics	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓
	Filtration	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓
Sealing and Polymer	Sealing	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓
	Gaskets	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓
Flow Control	Valves	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Pumps	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Tools, Safety and Maintenance	PPE	✓	✓	✓	✓	✓			✓	✓				✓	✓
	Tools	✓	✓	✓	✓	✓	✓		✓	✓		✓		✓	✓
	Electrical	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	✓	✓

CONDITION MONITORING

GAIN FORESIGHT AND INSIGHT PROCESS-WIDE

ERIKS' Condition Monitoring capabilities mean we can watch over all your key assets, learn how they're operating, and propose solutions to resolve any issues identified long before you notice, giving you time to plan any corrective intervention.

WATCH AND LEARN

Effective monitoring is about more than simply reading data from sensors.

Firstly, the right sensors need to be mounted in the right places, which depends on experience and understanding of how machines fail.

Next, with the sensors correctly positioned, the decision has to be taken about the monitoring programme required. Will periodic sampling be sufficient, or do you need cloud-based continuous monitoring? Again, making the correct decision for the greatest efficiency depends on experience and know-how.

Because we know how components and machines fail, we know how to monitor them for the most timely and relevant data.

However, even with the most useful data, making the right decisions to maintain the operational efficiency of your assets depends on expert interpretation and analysis.

Does that vibration represent a component about to catastrophically fail, or some fully-expected wear? Is that sharp peak the result of an unexplained issue, or was it a forklift bumping the asset?

ASSET EVALUATION SERVICES

Knowing the condition of your assets before you begin to monitor them establishes a useful baseline and highlights any issues which need immediate attention or particularly close observation in the future.

Services Include:

- Partial discharge testing
- Endoscope inspection service
- Ultrasonics
- Thermography services
- Tan Delta
- Optical gas imaging
- Oil debris and condition analysis
- Baker surge testing
- Vibration analysis
- TEV HV testing

HOW BIG DATA HELPS

Data collected by a correctly set-up system is valuable to more than just maintenance engineers, and can be used for much more than just early-warning of asset failure.



IT COSTS **50% MORE** TO REPAIR A FAILED ASSET THAN IF THE PROBLEM HAD BEEN ADDRESSED BEFORE FAILURE. **PREVENTION IS BETTER THAN A CURE**

e-CONNECT INNOVATION

The latest development in ERIKS Condition Monitoring is the e-Connect system, which offers five levels of monitoring – from data logging and periodic text reports, to continual monitoring of device states with alerts, to trending with threshold-triggered alerts, diagnostics with local algorithms, and prognosis using high-end analytical techniques.



KEEPING YOUR ASSETS MAINTAINED

EXTEND YOUR RESOURCE WITH **ERIKS KNOW-HOW**

Keeping your assets operational and your schedules on track may involve routine maintenance, repairs, or full asset replacement. ERIKS Technical and Site Services gives you the kind of choices and support others can't.

Operating in tandem with ERIKS Technical Services, and alongside your own engineering team, ERIKS Site Services teams work to your specifications and schedules to undertake a wide variety of engineering tasks. These range from inspection and correction for wear, damage and alignment right through to scheduled strip and refurbish, the responsibility for complex electrical, electronic and mechanical systems is supported by our technical experts.

The range of solutions includes full service, service and parts or labour only, and is undertaken by time served technicians and maintenance engineers with an eye on spotting opportunities for improvements in reliability and productivity. At the same time we ensure compliance with industry and HSE requirements, certification to mitigate risk and achieve your productivity goals across all product areas.

ERIKS - THE SAFE CHOICE

Creating a ZERO ACCIDENT workplace to ensure everyone returns home safely is our priority.

Allowing a partner to work on your site, and to work on your critical assets, is not a decision to take lightly. That's why it's important to choose a maintenance and repair partner you can trust.

Safety is integral to ERIKS, both at our own facilities and when working on our customers' sites.

All of our site engineers have certificates of competency and are fully trained and insured. They work to HSEQ Compliant Safe Systems of Work, and their certifications include CCNSG national safety passport standards (with food module).

All our supervisors are Leading A Team Safely (LATS) trained, and all our managers are trained to IOSH Managing Safely Standards as a minimum.

We work to Prince 2 Foundation Project Management principles, and carry out risk assessments and method statements for all work activities.

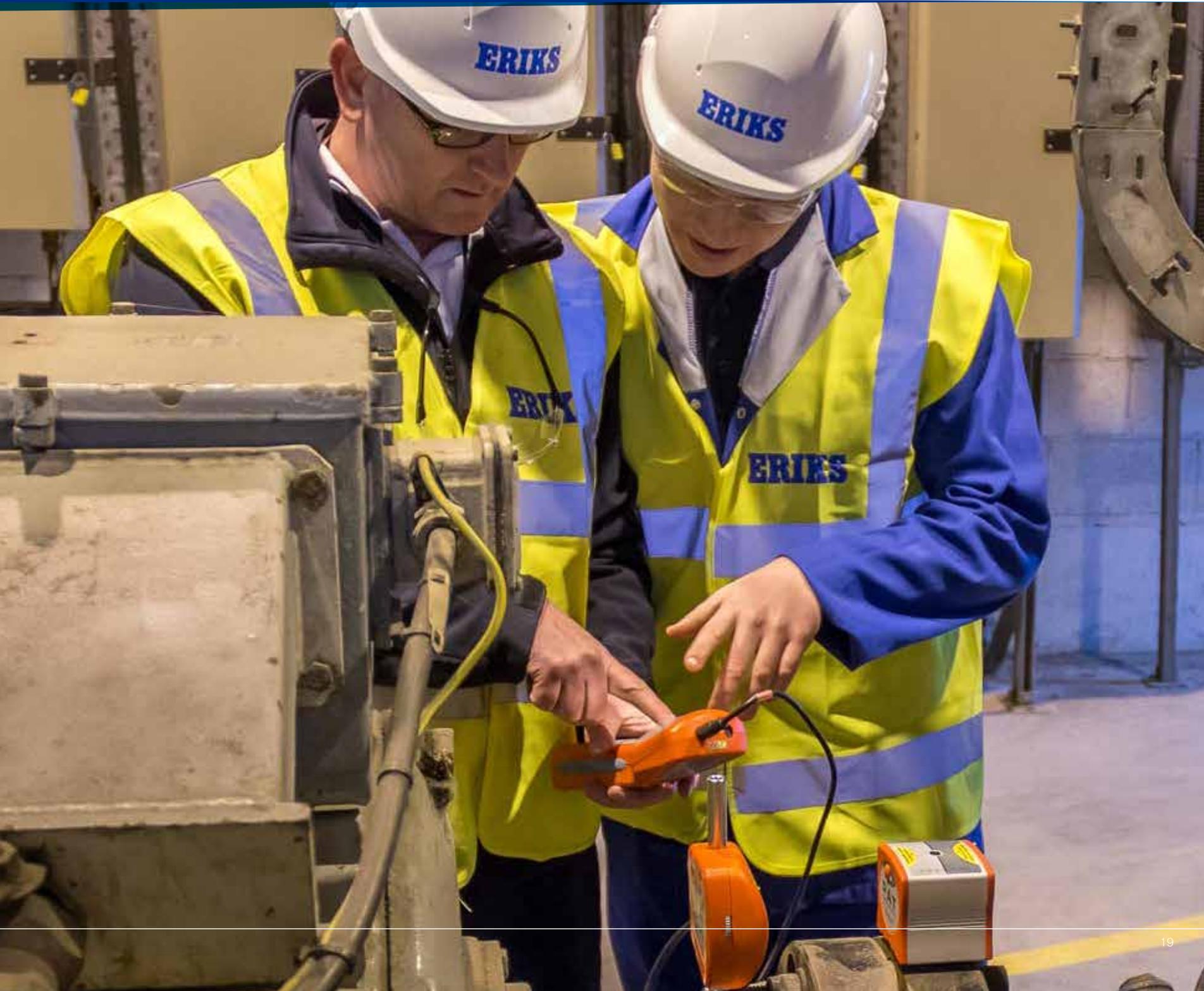
But what makes a good partnership and what delivers a successful solution is not just about certificates and training. It's also about experience, expertise and know-how. And those are things which all ERIKS staff have plenty of.



SAVING TIME

SAVING COSTS

SAFETY CONSCIOUS



REPAIR, REPLACE OR UPGRADE?

RETURNING ASSETS TO **THE PEAK OF HEALTH**

ERIKS know-how, engineering and product variety gives you the kind of choices other service suppliers don't - we offer a complete range of choices to put you in control of choosing the right decision.

We see every repeat failure as a potential performance improvement opportunity. So instead of a "take it or leave it" solution, we help you choose the option which best meets your objectives. That's because we not only have high-quality electromechanical repair facilities, but also a huge range of replacement parts in stock.

Taking into account the speed of repair, the total cost of ownership and the replacement cost, we can give you the most cost-effective recommendation to best meet your needs, not just our capabilities.

Expertise with a wide range of rotating plant and equipment, fluid power and flow control includes on-site maintenance, overhaul, removal, re-installation, laser alignment and re-commissioning. The comprehensive Site Services offering also includes mechanical repairs and re-manufacturing, project management, and design.

Assets covered include:

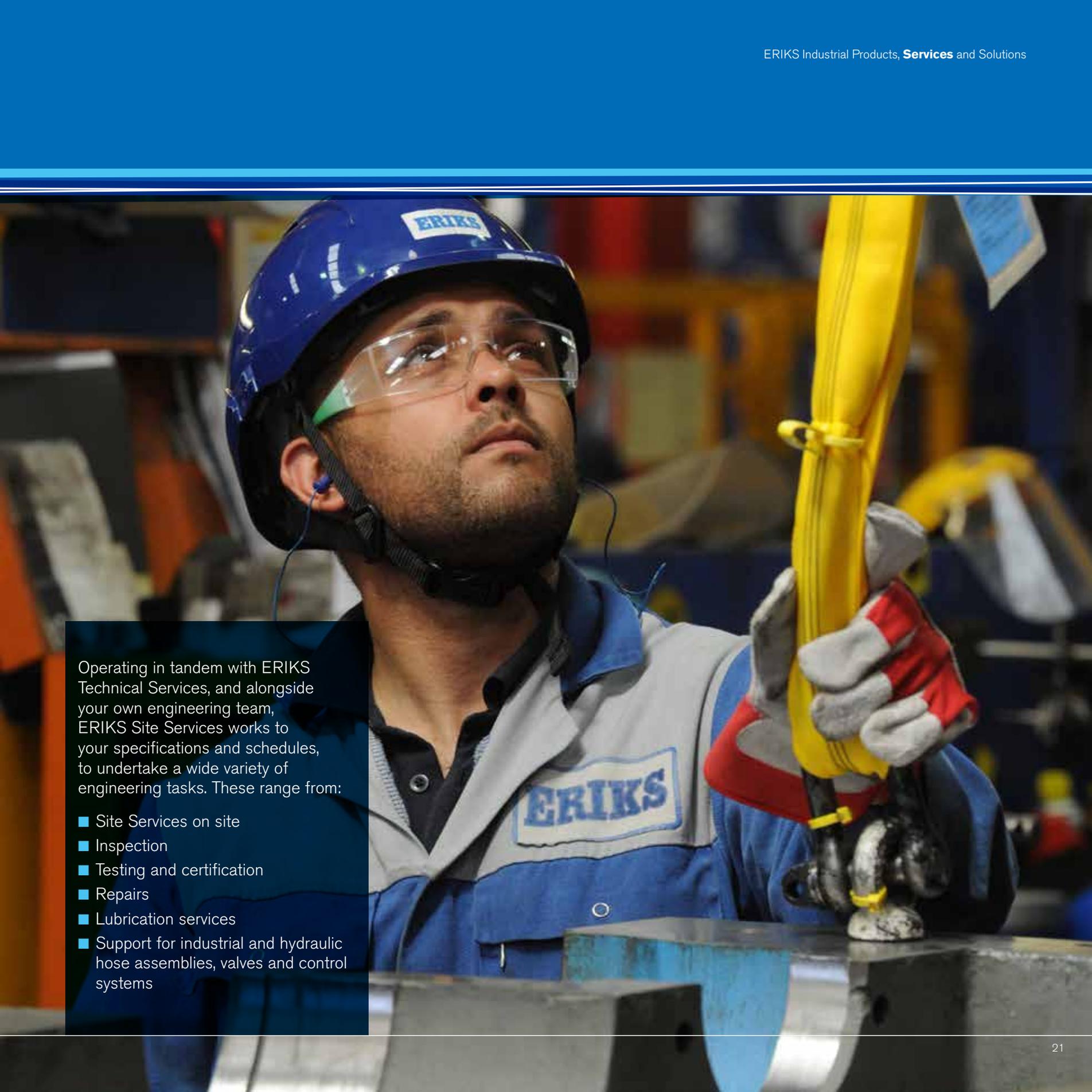
- AC and DC motors up to 11kV
- Gearboxes, pumps and fans
- Air handling units (repairs and servicing)
- Generators (repairs and servicing)
- Pumps (including performance testing)
- Lubrication systems
- Hydraulic systems and power packs
- Valves and actuators

INSPECTION AND REPORTING
Giving you asset insight and criticality

IMPARTIAL REPAIR, REPLACE OR UPGRADE
Keeping you in control with impartiality

FULLY TESTED SOLUTIONS
You'll receive back a tested and approved unit

RAPID RESPONSE
Getting you back up and running in time



Operating in tandem with ERIKS Technical Services, and alongside your own engineering team, ERIKS Site Services works to your specifications and schedules, to undertake a wide variety of engineering tasks. These range from:

- Site Services on site
- Inspection
- Testing and certification
- Repairs
- Lubrication services
- Support for industrial and hydraulic hose assemblies, valves and control systems

OPTIMISING PRODUCT LIFE CYCLE

ASSET MANAGEMENT VS JUST MANAGING

When we bring all the resources and capabilities of ERIKS together we become your knowledgeable partner, not a fire-fighting service. We invest time to make sure we fully understand your issues and goals. Then we invest resources to support you in managing your production and associated assets more effectively.

This means we look at the root causes of excessive costs, not just the symptoms. We provide foresight and insight to identify and analyse potential problems before they become critical. Then we offer solutions that deliver predictability and practicality.

Our philosophy is to identify and eliminate causes, and eradicate repeat failure, with long-lasting solutions or upgrades – not sticking plasters for a short-term fix.

It's an approach that demands attention to detail, high levels of skill and the very best technical resources. And it's one that provides increased productivity, improved reliability, maximised profitability and reduced cost of ownership.

It's impossible to take care of your assets unless you know what assets you have and the condition they are in.

It's also impossible to maintain them in optimum condition unless you inspect and test them regularly. We can reduce that burden, by establishing an asset database, then conducting regular inspection, testing and certification (if necessary).

If this reveals that work is required, ERIKS can repair, replace or upgrade (based on agreed criteria) to ensure performance and safety levels are maintained.

It's not only our holistic approach to asset management which gives you peace of mind, but also our willingness to share a level of risk in some cases. Our asset management programs can also help to reduce insurance risks and ensure compliance to standards.

MRO/ENGINEERING STORES OPTIMISATION AND MANAGEMENT

Asset management extends into the supply chain, based on work schedules using foresight and insight, ERIKS can profile and optimise your engineering stores implementing a spares and obsolescence strategy enabling capital to be released back into the business and ensuring timely availability of the right parts and resources.

Asset cares components include:

- Skills audit/training
- Asset mapping
- Criticality/vulnerability
- Spares strategy
- Failure mode, effects and criticality analysis
- Project management
- Reliability history
- Scheduling
- Energy usage
- Recommendations

FOUR REASONS TO EMBRACE RELIABILITY BASED ASSET MANAGEMENT



ERIKS ASSET CARES

INTERVENTION

REVIEW AND ADVISE

The first step is for us to gain an understanding of your objectives: reviewing risks, identifying performance-critical areas, prioritising savings and improvement opportunities.

Next, we make recommendations: highlighting solutions and prioritising them into short- and medium-term categories for implementation. This becomes an agreed action plan.

IMPLEMENT

To implement the plan, our multi-discipline engineers can work with your own team on supply, installation and commissioning any intervention required.

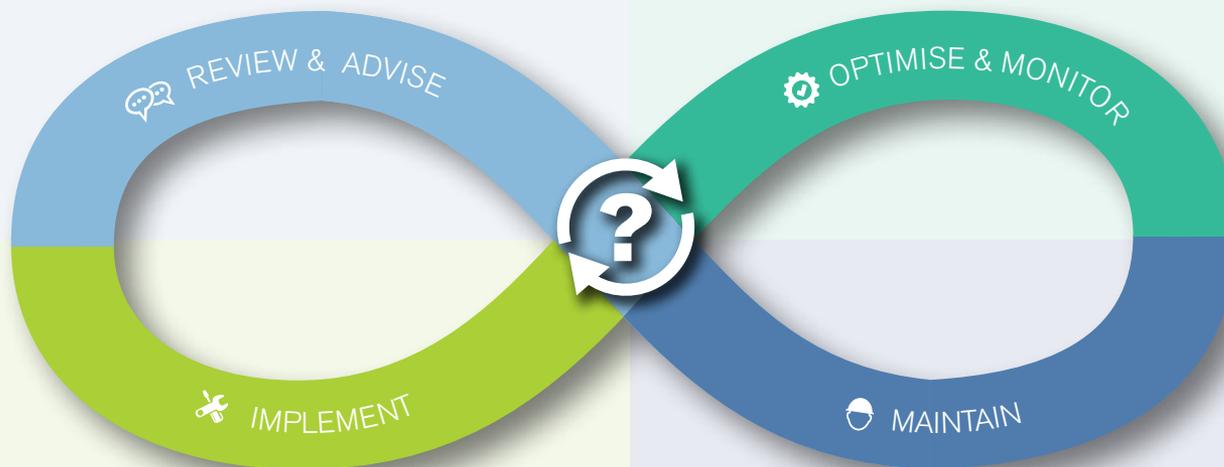
OPERATION

OPTIMISE AND MONITOR

Then we monitor, inspect, test and certify (where necessary) your critical assets, so you can be sure they're in the best of health. If they start to show signs of distress we'll know as soon as it happens, so we can give you an early warning and help you plan to return them to optimum performance.

MAINTAIN

While your plant is in service, ERIKS' technical teams can maintain it – supplementing your own engineering team in key specialist areas, or when more resources are required: for example, during routine maintenance periods or scheduled shut-downs.



A photograph of a warehouse interior. A worker in an orange high-visibility jacket is carrying a cardboard box. In the foreground, a blue ERIKS van is parked, with the website www.eriks.co.uk and the phone number 0945 006 6000 visible on its rear. Another white ERIKS van is parked to the right. The warehouse has a corrugated metal ceiling and yellow-painted bay doors.

LET'S MAKE
SOLUTIONS
WORK BETTER



ONE CONVERSATION COUNTLESS SOLUTIONS

Our focus like yours, is on what we do best and what we do best is provide the ideal supply solution for you. From our simple to use webshop for product purchases to our new Regional Hubs which support both parts supply and engineering services right up to full integration of our supply chain within your business and everything in-between - we do what's right for you.

PURCHASING POWER AT YOUR FINGERTIPS

Over the years we have developed a number of e-Business solutions all designed to simplify your daily routines, enhance productivity and deliver real cost savings and efficiency improvements making it simple to get things done.

OUR SOLUTIONS ARE CLOSER THAN YOU THINK

ERIKS is a global business, yet we're also a local supplier. We have a nationwide logistical infrastructure, and we're also on your doorstep. So for a working relationship dedicated to making your operations more efficient, your production more cost effective and your life simpler, no-one comes close to ERIKS.

TECHNOLOGY CENTRES Product Specialism and Innovation

The home of ERIKS know-how, staffed by teams of engineering and technical experts in an individual product area and having design, testing, manufacturing, customisation facilities together in one centre means that we are at the forefront of developments and advances to ensure you get the best technical advice and support for your application.

We share this knowledge with OEM's direct and through our Regional Hubs, Service Centres and OnSites for our spares and maintenance customers.

LOGISTICS INFRASTRUCTURE

To ensure we can deliver on our promises ERIKS has invested in the latest logistical systems and infrastructure to deliver on our promises. Managing over £20 million in stock, our forecasting models allows us to hold critical stocks at the right location to ensure you have what you need when you need it because, like you, we're there 24 hours a day.

REGIONAL HUBS AND LOCAL SERVICE CENTRES Passion for Customer service, customisation and Site Services

Offering a larger resource with more capabilities and even more expertise, Regional Hubs are ready to work with you to maintain your equipment providing products, Services and resources to improve your productivity and efficiency. They are the home to application engineers, technical specialists, repair facilities and product customisation teams as well as our customer and Site Services teams.

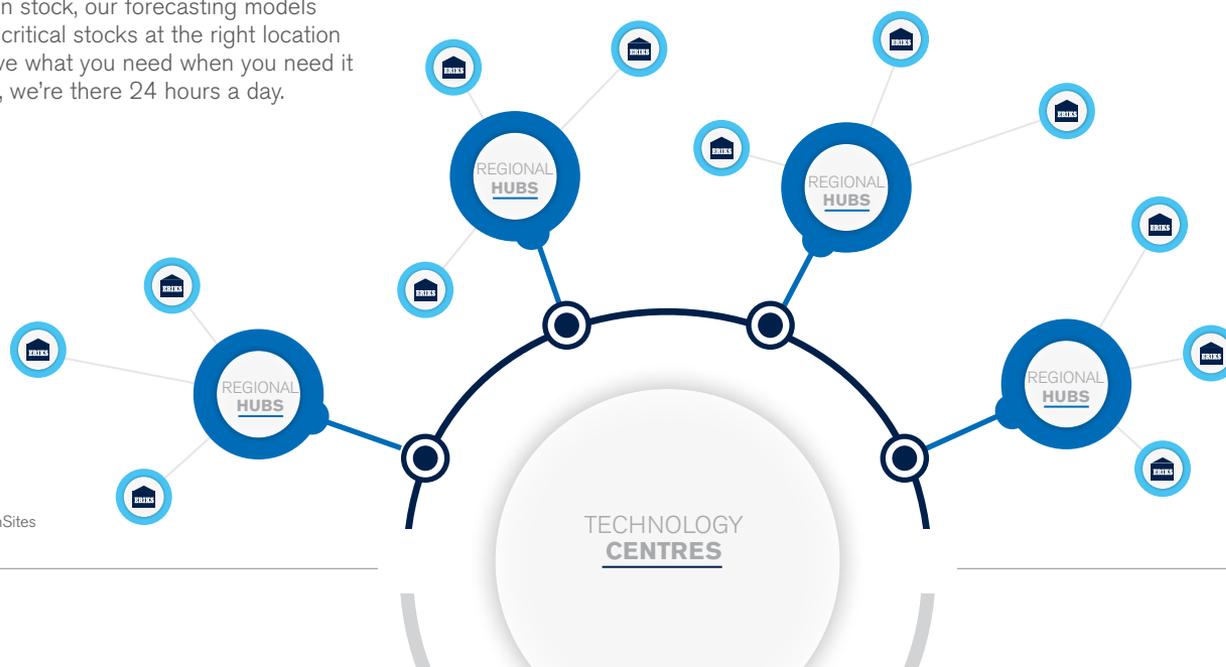
Our local Service Centre network means support is always close at hand. And it's support that's tailored to local industries, with extensive relevant experience and specialist know-how. Naturally the stock is also tailored to local demand, so the parts you're most likely to need are also the most readily available.

They make it easy for you to have a close working relationship with people who understand your business, your industry and your requirements. That means you don't have to go far for support.

Yet we go further still...

INTEGRATED AND ONSITE SOLUTIONS Optimised supply chain specialists

Finally, to simplify the particularly complex indirect supply chain or for the greatest reliability boost, we'll integrate with you via our OnSite program working with your own teams, to get the job done as efficiently and cost-effectively as possible. You gain direct access to all the technical, supply chain and engineering resource from on your site integrated with your systems and objectives in the most effective way.



ASK US ABOUT:



Volume line-side supply

Many OEM's rely upon us to design, prove, test and supply component parts for their products.



Stock and asset management

We can help ensure more efficient parts, stocking and stores management to reduce your costs and increase your efficiency.



Vending

Reduce the time spent searching for parts with our vending solutions. The right product, in the right place, saving you time and money.

PASSION, SPECIALISM & INNOVATION RUNS THROUGH US ALL

Making products requires metals, plastics, rubber, nuts and bolts and a comprehensive kit of tools. But creating great solutions demands extra, it demands people with a commitment to technical know-how and customer service, people who try harder, go further and deliver more. The kind of great people you'll find everywhere at ERIKS.

PEOPLE ARE THE HEART OF OUR BUSINESS

Whether they are product specialists or van drivers, switchboard operators or maintenance engineers, technical staff or accountants, everyone at ERIKS works in customer service.

So whoever you talk to about your product, they will have the answer to your issue, or will know where to find it. They'll have the authorisation, the passion, the specialist knowledge and the processes at their fingertips to provide the solution that works for you.

CONTINUAL INVESTMENT IN OUR FUTURE

Our people know how, but they never claim to know all. Products change, technology develops, legislation is updated and that's why we place so much emphasis on our different departments and disciplines working together.

Our internal training and continuous professional development programmes, ensure our people stay ahead of the latest innovations and continually build on their knowledge. This ensures that we are in the best possible position to offer you support you can rely upon.

COMMITTED TO WORKING SAFELY

ERIKS has a zero accidents health and safety goal. This not only makes us a safer company to work for, but also a safer company for you to work with.

When our engineers or other contractors are working on your site, you can be confident that your own safety record won't be compromised – because we're just as safety conscious as you are.



KNOW-HOW WHEN YOU NEED IT

As well as continually developing the people we have now, we are also looking to the future, so we will still have the highest capabilities to support you.

We invest heavily in our apprenticeship programme and graduate recruitment scheme across all our disciplines, developing new talent to meet the new challenges that will always arise. As the industrial engineering workforce ages and shrinks, we'll have the know-how to fill the gap



MAKING IT **SIMPLE**
TO GET **THINGS DONE**

PASSION, SPECIALISM & INNOVATION IN ACTION



WE MAKE RAILWAYS MORE RELIABLE

“I’m really proud of being able to contribute to the trains being on time and helping people to get where they need to be every day.”

Stewart Royle is the leader of the “Keeping the railway running” project. He and his team helped restore a railway pumping site to protect rails from flooding. By doing so they helped trains to be on time, saved commuters from danger and prevented frustration.

CHALLENGE

One of the pumping sites of a British railway company was experiencing frequent failures. When two of three pumps had failed, ERIKS’ engineers were called in. They observed that all the pumps were in a visibly poor condition, and that they were no longer supported by the OEM. The incumbent repairer manufactured components to keep the pumps running. This situation was giving the customer “sleepless nights”.

SOLUTION

ERIKS’ specialists proposed a new, more robust pump solution. When we specified the new pump sets and explained all the features and benefits, we also offered to do the installation via our Engineering Workshop. The customer agreed to let ERIKS order and install the pumps. They were commissioned by the OEM, who offered this service free of charge due to their close working relationship with ERIKS.

RESULT

Preventing the rails from flooding, not to mention the associated damages, and most importantly saving passengers from endangerment and the frustration of time loss – these are the results of ERIKS’ expert action. We are happy to say the pumps are all up and running and the customers have got their sleep back!



The ERIKS TCO² approach is a special service that was developed by ERIKS for its customers. TCO means Total cost of Ownership. When we reduce our customers' TCO, we deliver cost savings and increase efficiency.

CHALLENGE

The car manufacturer was faced with increasingly strict requirements for air quality and related machinery maintenance. This included professional transport of exhaust air and fresh cleaned air for the plant to meet health and safety standards.

SOLUTION

Working with the customer, we created a combined long-term solution that helped the customer simplify maintenance processes and save costs – so they can concentrate on caring for the filtration machines and keeping the air clean every day without hiccups.

RESULT

ERIKS created a seamless experience for the customer throughout their whole production chain, and built trust with them. And the customer has since commissioned us to provide all filters and spare parts of the air processing machinery and to introduce the same combined best practice in many more plants – first in Germany and then worldwide.

eriks.co.uk

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