

ERIKS Belgium

Core values

Sustainovation

ERIKS GROUP
Member of SHV

Markets

ERIKS

Contracting



Mission
& Vision

ERIKS

Know-how
At-A-Glance



Strategical

Product
divisions

TCO²



Cost saving
solutions

ERIKS Group

Member of SHV

Global

Key data

Core activities

Services

Markets



ERIKS

ERIKS Group - Member of SHV



/ About SHV

SHV is a family-owned multinational active in a number of operational activities and selected investment activities. Based in the Netherlands, SHV is present in more than 60 countries on all continents, employing approximately 60,000 people. SHV invests for the long-term, expanding and developing businesses sustainably and providing its customers with excellent products and services.



/ Business Units

SHV has a global presence in a wide range of activities. These include LPG distribution, cash-and-carry wholesale, heavy lifting and transport, industrial services and animal nutrition and fish feed. As an investor, SHV is involved in the exploration, development and production of oils & gas, and providing private equity.

1 SHV Head Office

SHV's home for more than a century with the aim to Make it Last
www.shv.nl

2 SHV Energy

Providing sustainable fuel for the off-the-grid energy market:
Better-Cleaner-Together
www.shvenergy.com

3 Makro

Cash-and-carry wholesale offering excellent products for professional customers
www.makro.com

4 Mammoet

Transport and heavy lifting: the biggest thing we move is time
www.mammoet.com

5 ERIKS

Technical installations for industrial applications: know-how makes the difference
www.eriks.com

6 Nutreco

Animal nutrition and fish feed: feeding the future
www.nutreco.com

7 Dyas

Partner and investor in oil & gas exploration and development
www.dyas.nl

8 NPM Capital

Long-term private equity partner committed to adding value
www.npm-capital.com





/ Corporate Philosophy

SHV's most important values are integrity and loyalty. Integrity means being honest, genuine and totally open in communications about all matters that concern the company. Good news may travel slowly, bad news should travel quickly. Loyalty means putting your best effort into your work for the company and its development.



ERIKS Group - Member of SHV



ERIKS

Keydata



**INTERNATIONAL
CUSTOMER
CENTRIC
ORGANISATION**



**LEADING
INNOVATIVE
SUPPLIER OF
INDUSTRIAL
COMPONENTS
AND
ASSOCIATED
TECHNICAL
AND
LOGISTICAL
SERVICES**



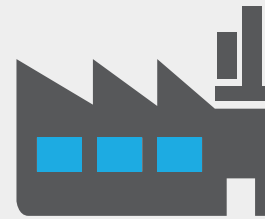
**OVER
€2.0
BILLION of SALES**



**8.000
EMPLOYEES
WORLDWIDE**
**200.000
CUSTOMERS
WORLDWIDE**



**OVER
680,000
PRODUCTS READY FOR
DISTRIBUTION**



**THE ERIKS
GROUP CONSISTS
OF MORE THAN
65 COMPANIES
ACTIVE IN
27 COUNTRIES**



**OVER
5.000.000
SHIPMENTS
A YEAR**

ERIKS



Core activities



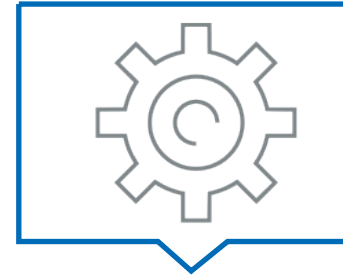
Industrial
plastics



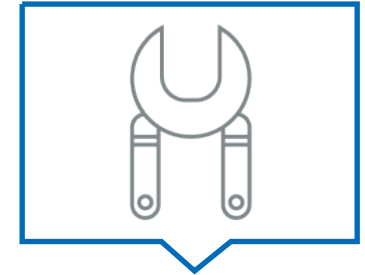
Flow
technology



Sealing and
rubber technology



Power
transmission and
bearings



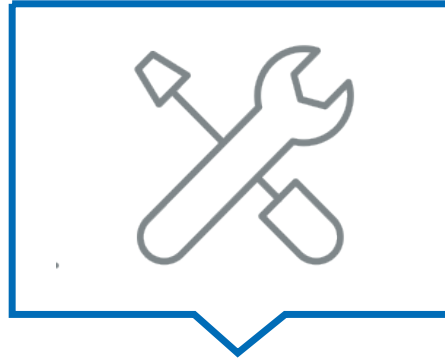
Tools,
maintenance and
safety products



Services



Service with added value



Technical services



E-business



Flexible logistical services

Markets



Basic
industry



Energy



Oil and gas



Petrochemical



Food &
Pharma



Machinery



HVAC



Maritime



Mission & Vision

In ERIKS, the industrial customer has a partner who:

- is a knowledge and innovation-driven specialist in every core activity
 - has the widest range of mechanical engineering components
 - can provide very comprehensive technical and logistics services
 - has an international and a local presence.
-

A large industrial facility, likely a refinery or chemical plant, is shown at night. The complex is illuminated by numerous lights, creating a bright contrast against the dark blue sky. The structure consists of various towers, pipes, and scaffolding. In the bottom right corner, the word "ERIKS" is written in a large, bold, white, sans-serif font.

ERIKS



Our product divisions

At-a-glance Presentation

**Seals & Rubber
Technology**

At-a-glance Presentation

Plastics

At-a-glance Presentation

Fluid Power

At-a-glance Presentation

**Tools &
Maintenance
& Safety**

At-a-glance Presentation

**Mechanical
construction
Baudoin**

At-a-glance Presentation

**ERIKS gaskets
technology**

At-a-glance Presentation

**Hoses &
accessories**

At-a-glance Presentation

**Power
Transmission**

At-a-glance Presentation

**Valves &
Instrumentation &
piping**

At-a-glance Presentation

**Motor, Gears
& Drives**



Product division HOSES & ACCESSORIES

Complete presentation

Hoses deployed for both **standard** use as well as the most **extreme** applications and they satisfy all **international** regulations and standards.
Our hose assemblies can be supplied with the requisite **certification**.



At-a-Glance

More than 100.000 assemblies a year

Raw materials: 200 ton

Testing up to 4000 bar

Crimping up to 12" hoses

8 Kardex lifts

More than 16.000 Certificates a year



Services

24/24

Broad range of stock

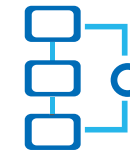
Engineering department

Own production
CNC, welding, labo

Testing capacities

ISO & SIR

Test-it service team



and more...

Own brand Goodall

The most important independent hose distributor in Europe and the US



Facility

Asse
Port of Antwerp



ERIKS

Product division

VALVES & INSTRUMENTATION & PIPING

Complete presentation

“Expect more”

“If we don’t produce it ourselves, we trade the brand”

Econosto



At-a-Glance

Process control solutions

Always the right choice for the application

Industry and maritime

35 advisors



Services

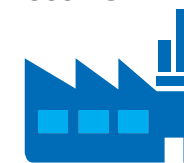
Project team/handling

On site installation and monitoring



and more...

The Econosto academy
econ®



Facility

Global hub in Capelle a/d IJssel

Major division within Eriks group



Product division

SEALS & RUBBER TECHNOLOGY



Complete presentation

“ERIKS enjoys the challenge of being able to recommend, develop, produce and deliver the optimum seal for every industrial application.”

The strength of a business leader in sealing technology selling €180 mio



At-a-Glance

- O-rings
- Rotating seals
- Hydraulic seals
- Spring-loaded seals
- Mechanical seals and stuffing box packing
- Moulded rubber parts and profiles
- Vibration dampers



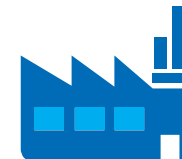
Services

- Prototyping
- 3D-modelling
- 3D-printing
- Bio-hygienic materials
- Assistance on groove design , choice of material and failure analysis



and more...

Own independent expertise centre and test laboratory for the co-development of customer-specific rubber components.



Facility

Hoboken with Labo , Mechanical Seal Repair shop

Sealexpress



ERIKS

Product division POWER TRANSMISSION & BEARINGS

Complete presentation

Our strength is in choosing the right appropriate product.

Product advise and application knowledge is key



At-a-Glance

The strength of an international group selling € 560 million in power transmission and bearings

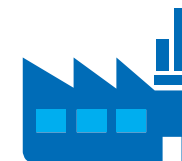


Services

Condition monitoring
Process optimisation
Biggest bearing dealer in the Benelux



and more...



Facility

Mol



Product division

TOOLS, MAINTENANCE & SAFETY

Complete presentation

“We like helping
our users
achieve
success
in their jobs”



At-a-Glance

Total supply in workshop equipment “ from one bold to a full state of the art warehouse “

The strength of an international group selling € 260 million in Tools-Maintenance and safety products



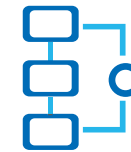
Services

Going for the extra guaranty on your tools

General services

Installation Services

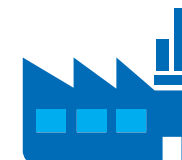
Training Services



and more....

Preferred distributor of Brands

Preferred partner for the professional since 1926



Facility

Mol



ERIKS

Product division FLUID POWER

Complete presentation

“your
fluid
power
solution”



At-a-Glance

Hydraulic hoses

Fittings

Rigid tubing and accessories for safe, reliable and leak proof systems.

Tailored design

Manufacture and installation of hydraulic systems and cylinders

The brands in Pneumatics

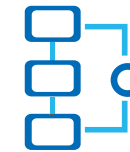


Services

Rapid mobile repair service
overhaul of hydraulic systems
and cylinders in our workshops
or on site.

ERIKS provides advice when
installing compressed air
installations and networks.

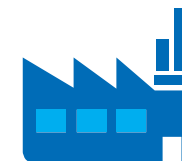
Oil management and filtration



and more...

Customer's maintenance
concepts

The fluid power bible



Facility

Workshop in Asse
Design & production of hydraulic
hoses and hydraulic systems



ERIKS

Product division INDUSTRIAL PLASTICS

Complete presentation

“Engineering
in
plastic
is
fantastic”



At-a-Glance

The strength of an international group selling € 60 million in industrial plastics

Design

Develop

Produce

Test



Services

Tangible 3D model available in no time with Rapid Prototyping

From engineering to prototyping and mould production

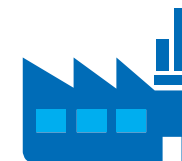
Co-engineering



and more....

Start-up assistance GVK

Gratings



Facility

Production center in Hoboken



ERIKS

Product division

MECHANICAL CONSTRUCTION

BAUDOIN

Complete presentation

Investing
in
your
future
for more
than 80
years



At-a-Glance

Providing engineering & customization in addition to standard items

Actively participated as a partner for industry for over 80 years



Services

Stock

Parts

Montage ON-SITE

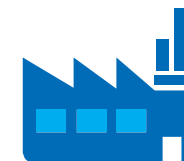
Revision & repairs

Machine construction & assembly



and more....

SKF



Facility

Production center in Mol



ERIKS

Product division

MOTOR, GEARS & DRIVES

Complete presentation

More solutions
than the smaller

More flexible than
the biggest.

More
opportunities for
you



At-a-Glance

Motors-gears-drives

Construction – modification -
repair

Application based solutions

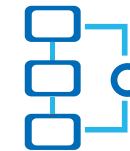


Services

Training concepts

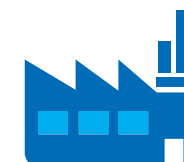
Service partner for major brands

On – site monitoring & service
team



and more...

Major opportunities on energy
savings



Facility

Biggest stock in Belgium



ERIKS

Product division GASKET TECHNOLOGY

Complete presentation

“We can produce every conceivable flange gasket in-house ranging from PTFE, fibre, graphite, rubber or metal.”



At-a-Glance

Comprehensive product range from the leading brand names



Services

24/24u services

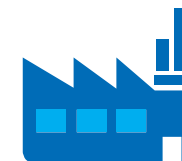
Engineering

Shutdown service

Kitting



and more...



Facility

Own fast production in Antwerp



ERIKS

ERIKS Belgium



INTERNATIONAL
CUSTOMER
CENTRIC
ORGANISATION



OVER
€170 mlj.
of SALES



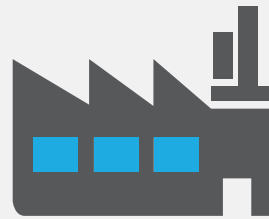
650
EMPLOYEES
BELGIUM
10.000
CUSTOMERS



OVER
1.250
CONTRACTS
A YEAR



OVER
680,000
PRODUCTS READY FOR
DISTRIBUTION



ERIKS BELUX
CONSISTS
OF MORE THAN
11 SERVICE
CENTERS
AND **6** TECHNOLOGY
CENTERS



OVER
5.000.000
SHIPMENTS
A YEAR



OVER
€10 mlj.
SAVINGS
A YEAR



ERIKS

Markets



Oil & gas

The Oil and Gas Industry is tasked with meeting the world's energy needs. This Industry faces a number of challenges including tough regulations regarding Health and safety, ever changing consumer demand resulting in daily price changes and a host of political and environmental concerns.



Petro & chemical

The Petroleum industry uses petroleum derivatives to make plastics and rubber and is as such faced with a sometimes volatile raw materials market. From a production perspective uptime is extremely important.



Maritime

Relieve the pressure of legislation and health and safety by having a partner you can trust
We also provide off shore solutions, where our Service Centres on land can ensure quick supply of products.



Markets



New energy

The Renewable Industry generates approximately 18% of total electricity consumption and spans a variety of generation methods, from Photovoltaic, Wind, Rain, Tidal and Geothermal. With this industry set to grow exponentially the potential is vast, with businesses needing to be able to develop more reliable methods



Food and Pharma

The Pharmaceutical and Healthcare Industry face pressures from every angle with quality, flexibility and efficiency the biggest concerns. whilst implementing ever changing technology.



Steel

Frequent changes in the buy price for steel makes the Metals Industry difficult. In addition the price of raw materials has increased, leaving manufacturers needing to increase efficiency and decrease downtime to stay on top.



Markets



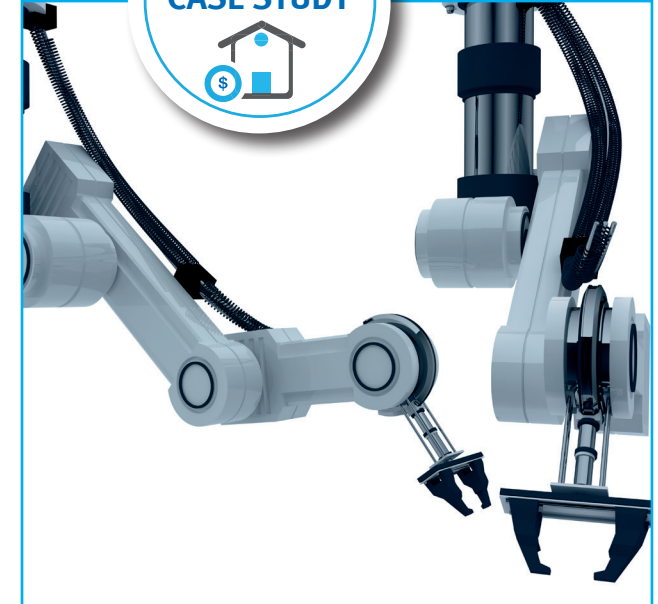
Transport

The transport industry has evolved from animals and walking to the creation of the wheel and the first automobile, from boats carved out of wood to large freight ships. The transport industry is vital to economic growth.



Waste treatment

The Waste and Recycling Industry is faced with numerous challenges, increased demand through environmental pressures to increase recycling, the introduction of new recycling and disposal methods as well as Health and Safety regulations with regards to collection, processing and disposal.

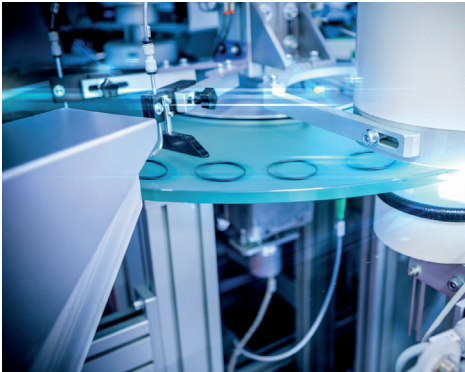


OEM

Today success for manufacturer's mostly depend on the ability to quickly respond to the ever changing consumer demands keeping the expenses low and the efficiencies high . They find in ERIKS an organization answering their needs.



Core values



**Know-how and
passion for
technology**



**Environmental
stewardship and
sustainable
solution
provider**

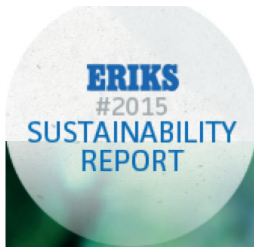


**Integrity and
mental trust and
respect**



**Customer-driven
philosophy and
performance
orientation**





GOOD BUSINESS

● STRENGTHEN SOCIETY ● INFLUENCE CHANGE ● DRIVE EFFICIENCY



CEO STATEMENT



GOOD BUSINESS - VISION



SUSTAINABILITY TARGETS



DEVELOPING THE STRATEGY



SUSTAINABILITY FACTS



GOOD BUSINESS

● STRENGTHEN SOCIETY ● INFLUENCE CHANGE ● DRIVE EFFICIENCY

[HOME](#) [MENU](#) ▾

20 BY 2020

/WE HAVE CREATED A 20 TARGET STRATEGY TO ACHIEVE BY 2020; A SET OF ACTION BASED INITIATIVES ACROSS OUR IDENTIFIED STAKEHOLDER GROUPS AND IN SUPPORT OF OUR SUSTAINABLE PILLARS – STRENGTHENING SOCIETY, DRIVING EFFICIENCY AND INFLUENCING CHANGE.

CLICK ON THE PILLARS TO VIEW OUR TARGETS:



ERIKS SUSTAINABLE SERVICES

www.sustainability.eriks.com

Energy audits

Energy Efficiency reports including recommendations

Energy Management Systems

Lighting Surveys

Thermography surveys

Gas leak detection

Vibration analysis

Air leak surveys

Compressed air surveys

Calculators for Total Cost of Ownership: motors, pumps, gears

Hose and Valve testing

Motors, Fans, Pumps surveys

Gear drive health checks

Oil analysis

Steam surveys

**SUSTAINABILITY IS
GOOD BUSINESS.
GOOD FOR OUR
BUSINESS,
AND GOOD FOR OUR
CUSTOMERS'
BUSINESSES.**



ERIKS

TCO²

Total cost of
ownership

ERIKS

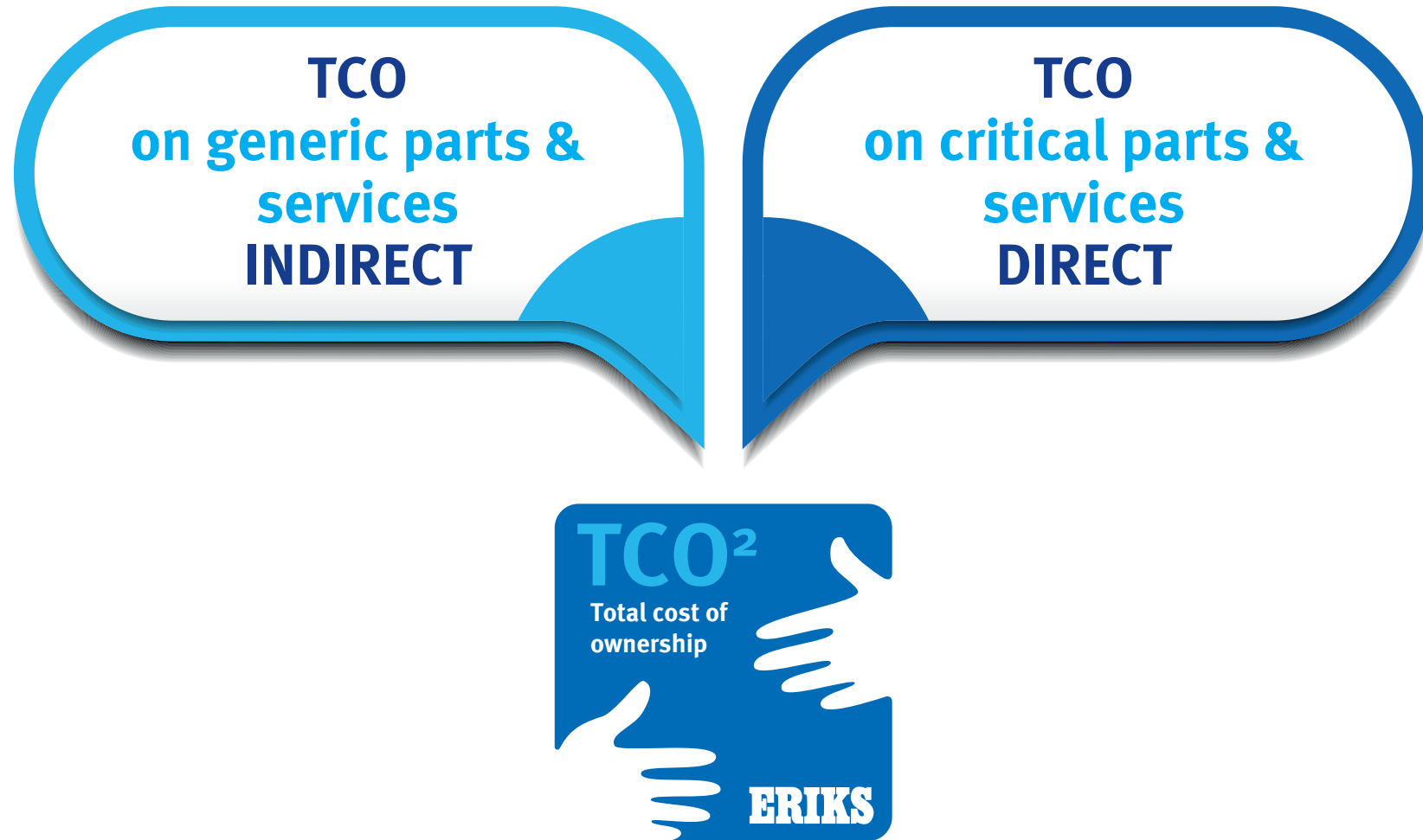
“A collaboration
producing
immediately and
substantially
savings “

What do we mean?

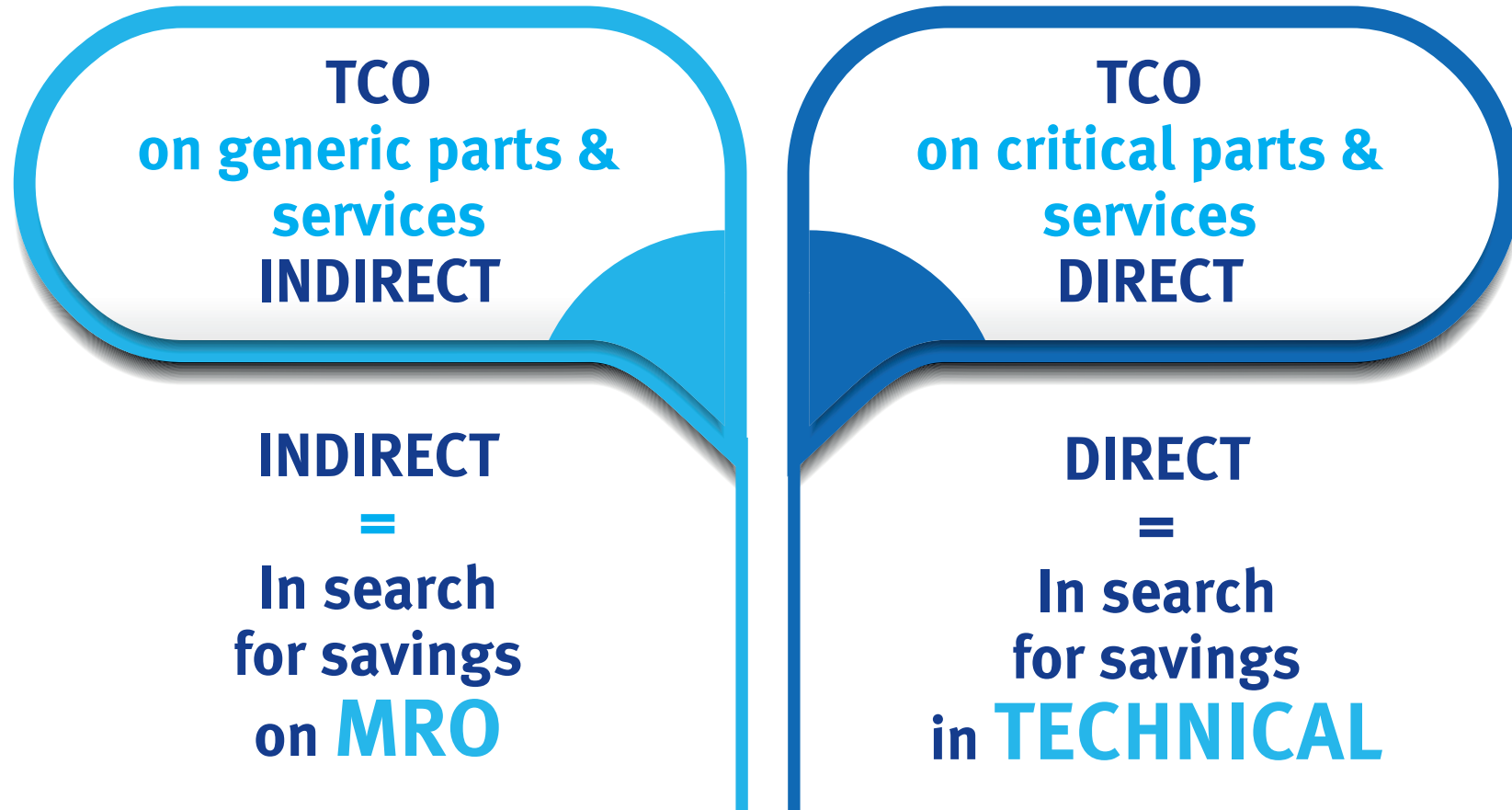
What do we promise in
our partnership
commitment?



TCO², What do we mean?



TCO², What do we mean?



TCO², What do we mean?

TCO
on generic parts &
services
INDIRECT

INDIRECT
=
In search
for savings
on **MRO**

- Inventory management
- Maintenance budgetting
- Outsourcing strategy
- Logistical costs
- Administrative costs

How?

Follow the customer

Contractmanagement

EOS



TCO², What do we mean?

How?

Sealing Rubber Techn.
Plastics
Fluid Power
Tools & Maintenance
MKB
Hoses
Power transmission
Valves & instrumentation
Motor, gears & drives
Gasket technology

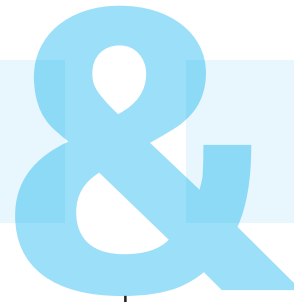
Smart manufacturing
Modernisation of
existing installation
Production margins
Safety, health & environment
regularisations
Equipment performance
Lifetime extension of facilities
Prevent future maintenance

TCO
on critical parts &
services
DIRECT

DIRECT
=
In search
for savings
in **TECHNICAL**



TCO², What do we mean?



<p>TCO on Generic Parts & services INDIRECT Spend: 60%</p>	<p>TCO on critical parts & services DIRECT Spend: 40%</p>
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GOAL
COST CONTROLE AND COST REDUCTION

DRIVERS
 MRO supply Management
 Service supply management

Inventory Management	Maintenance Budgeting	Outsourcing strategy
Logistical costs	Adminstrative costs	

GOAL
IMPROVING ASSET UTILIZATION AND INCREASE UPTIME

DRIVERS
 Product knowledge
 Skills & Tools management

Smart Manufacturing	Modernisation of existing installations	Production margins
Safety, health & environment reg.	Equipment performance planning	Lifetime extension of facilities
Prevent future maintenance		

HOW
 › 30 solutions for lowering costs & taking care of customer problems

Follow the customer	Contractmanagement	EOS
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HOW
 › 500 highly technical skilled colleagues in our knowlegde centers for:

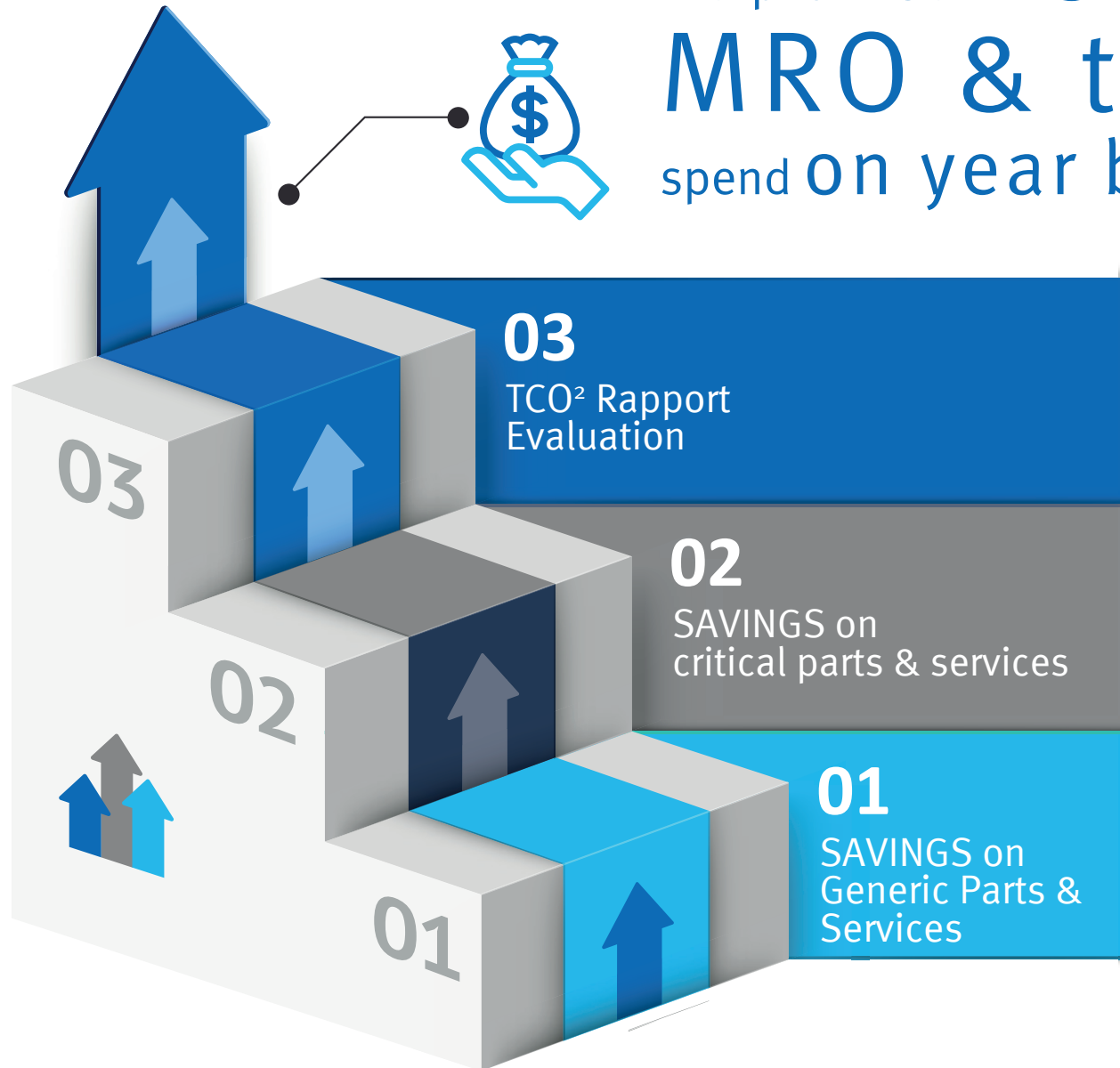
Seals & Rubber & Plastics	Plastics	Fluid Power	Tools, Maintenance & safety	Mechanical construction Baudoin
Hoses & accessories	Power Transmission	Valves & Instrumentation & piping	Motor, Gears & Drives	ERIKS gaskets technology

TCO² RAPPORT



Partnership commitment

We promise **10%** of savings on
MRO & technical
spend on year base.



Strategical

Challenges
in the industry

Why is TCO²
unique
at ERIKS?

How ERIKS
implements
a partnership
project?



TCO² cases



Key
Account
Management
KAM

Some of our
references

Partnership
commitments

Targets &
commitment

Development of
savings within
TCO₂ projects



ERIKS

Challenges in the industry



Glocal

Change management

Process efficiency How to differentiate?

Mobility Environment Aging workforce

Control of production process Social partners

Regulations **TCO²** Upselling

Cost control

Development Talent

Changes in the market

How to anticipate?

Safety Sales & Margin

Corporate Social Responsibility

Partner Trust Continuity Securing knowledge

Quality of production and services Partner Trust

Working capital

Alignment with Strategy

Investments



Challenges in the industry

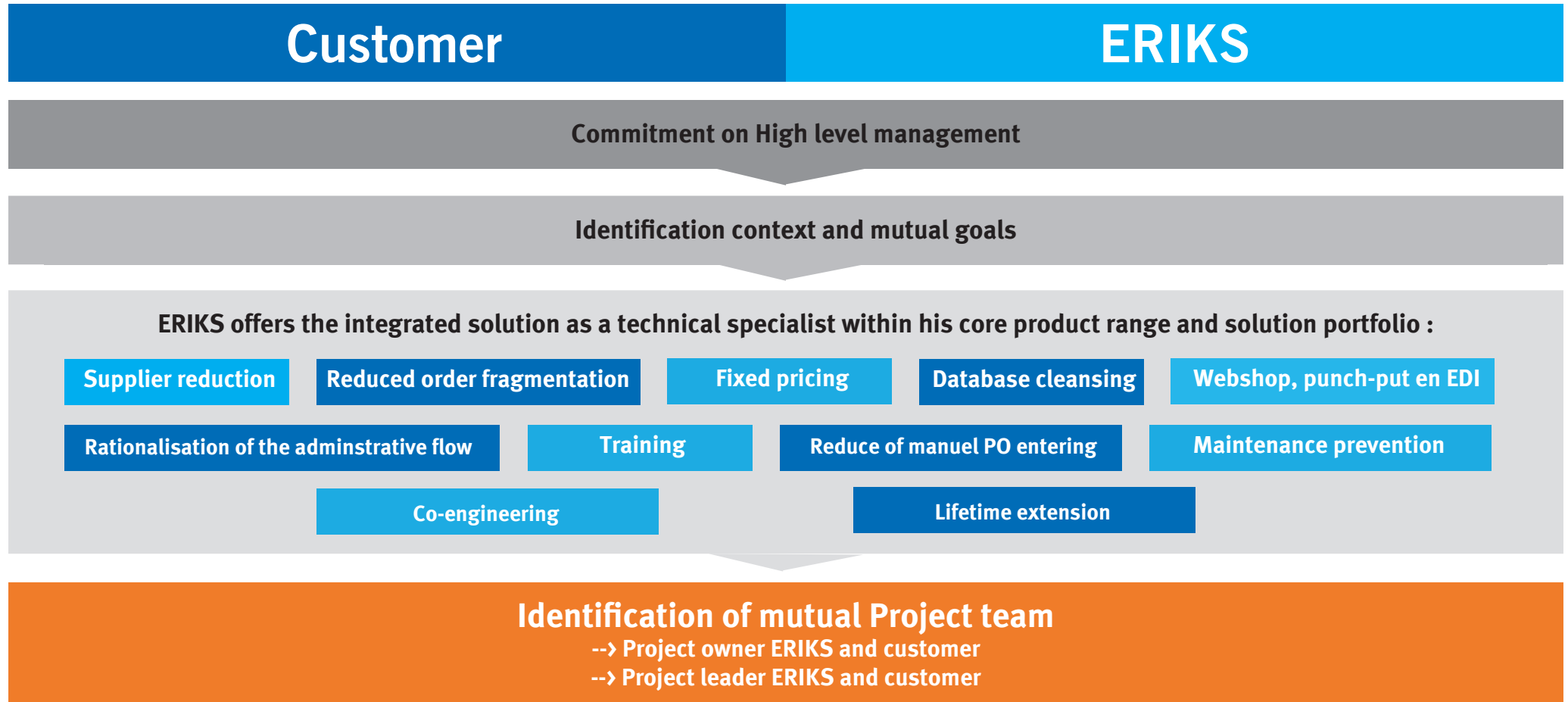


Uncertainty		Image		Financial results		People		Vision	
1.1.	Controle / Manageability of production proces	2.1.	Environement	3.1.	Sales and margin	4.1.	Securing knowledge	5.1.	How to differentiate
		2.2.	Safety	3.2.	Cost control	4.2.	Aging workforce	5.2.	How to anticipate
1.2.	Do I have the right information?	2.3.	Corporate social responsibility	3.3.	Working capital Cash management	4.3.	Development talent	5.3.	Investments
1.3.	Partner trust			3.4.	Continuity	4.4.	Change management	5.4.	Glocal
1.4.	Changes in the market			3.5.	Process efficiency	4.5.	Allignment with strategy	5.5.	Product lifecycle
1.5.	Quality of production and services			3.6.	Core / Non-core purchase	4.6.	Change management		
1.6.	Safety and regulations			3.7.	Upselling	4.7.	Social partners		
						4.8.	Mobility		

How ERIKS implements a partnership project?



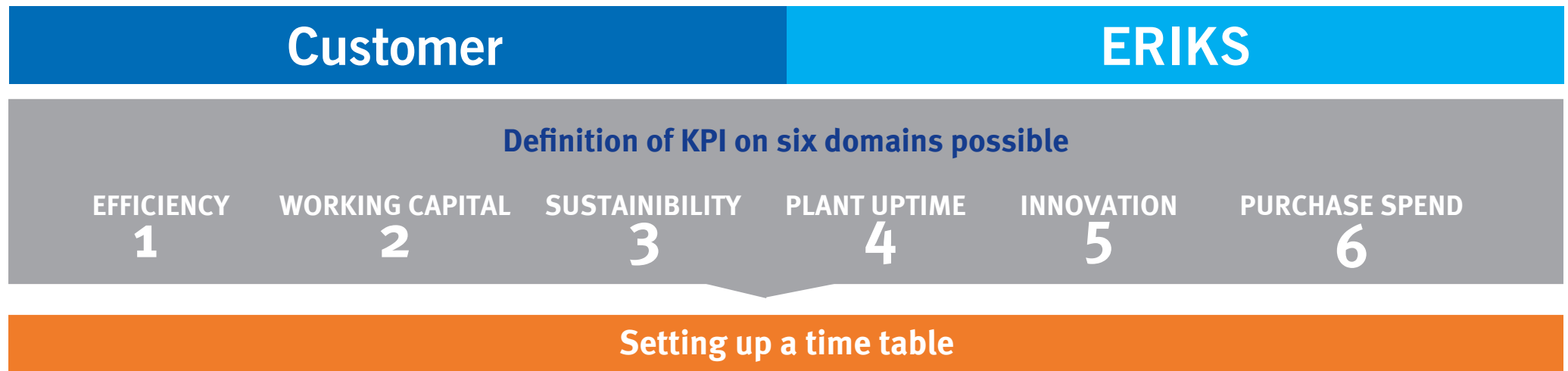
STEP 1 : DISCOVERY PHASE



How ERIKS implements a partnership project?



STEP 2 : IDENTIFY AREAS TO TARGET AND POSSIBLE METHODS.



How ERIKS implements a partnership project?



STEP 3 : ACTION PHASE ON MRO

Customer	ERIKS
Dedicated contacts at your internal customers: 1 purchase / 2 maintenance / 3 production / 4 SHE	Dedicated contacts at ERIKS 1 purchase / 2 maintenance / 3 production / 4 SHE
Open communication of scope in organisation	Open communication of scope in organisation
	Organisation of Support <ul style="list-style-type: none"> dedicated capacity in contracting cel / technical level / on site
Organisation of support (offering database , LPP information , supplier base)	Quick scan of the database by categorizing supplier --> overview
Check with customers policy on substitution within applications, brands	MRO Spare parts management and rationalization
	Substitution of references on the basis (application, brands, descriptions...) ERIKS approach is to give a 123 rating <ol style="list-style-type: none"> 100% identical parts (same brand, same model ...) SKF and SKF 100% technical identical parts FAG or SKF Alternatives Chain or Belt
	Alternatives on suppliers and brands



How ERIKS implements a partnership project?



STEP 3 : ACTION PHASE ON MRO (2)

Customer	ERIKS
	Limit maverick buying
	Quadrant & movement analysis of inventory parts
	Reservation of stocks within the warehouses of ERIKS
	Eriks internal “mapping template“ process succession and time keeping 1: priorities and timing 2: Implementation status per customer reference 3: work load per person and/or period
	Pricing of MRO spare parts with customer article
	For references with no customer articles available , we offer Best of Market discount levels for all productranges . To be free consulted on website after optimization



How ERIKS implements a partnership project?



STEP 4 : A TECHNICAL AGENDA CALENDAR SUBMITTED AND AGREED

Customer	ERIKS
Check with customers policy on visiting maintenance, production , SHE contacts, logsitics	TCO on Direct spend - machine parts management
	Involvement of our Knowhow centers on our knowledge domains - contactcard for the different business and internal single point of contact within the customer



How ERIKS implements a partnership project?



STEP 5 : DELIVERABLES AND LEARNING SHARED

Customer

ERIKS

Monthly follow-up on remarks on Gross pricing - discount.

- Results of tests on website
- Fine tuning of Discounts
- Creating of Articles ?
 - Ad to contract ?

STEP 6 : HOW MUCH DO WE SAVE NOW AND IN THE FUTURE?

Customer

ERIKS

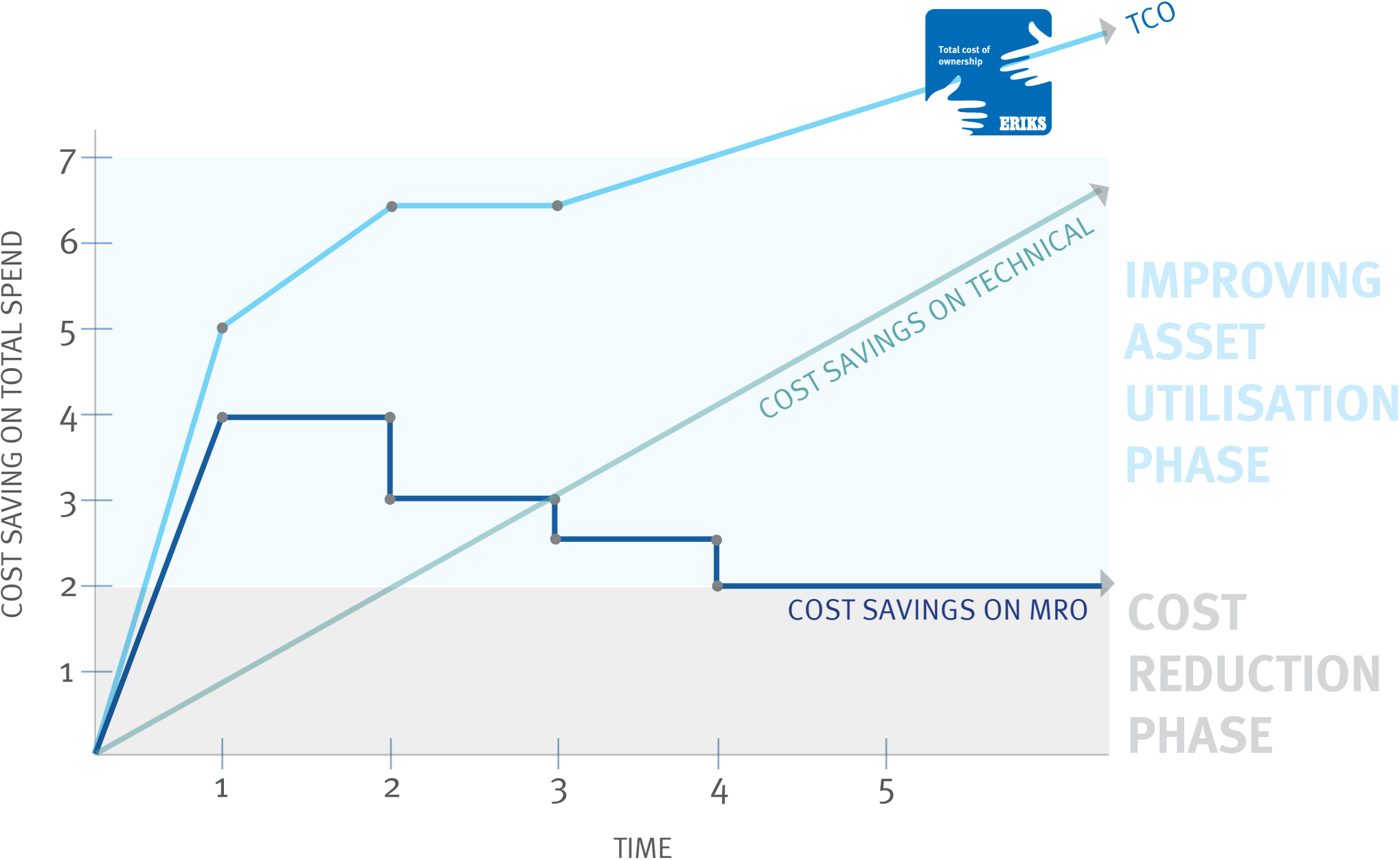
Communication template

- customers info (with data correction if necessary)
- ERIKS info with description , price, units , 123 rating
- mapping status : Eriks : to do / Done /out of scope
 - customer: to verify /approved /rejected



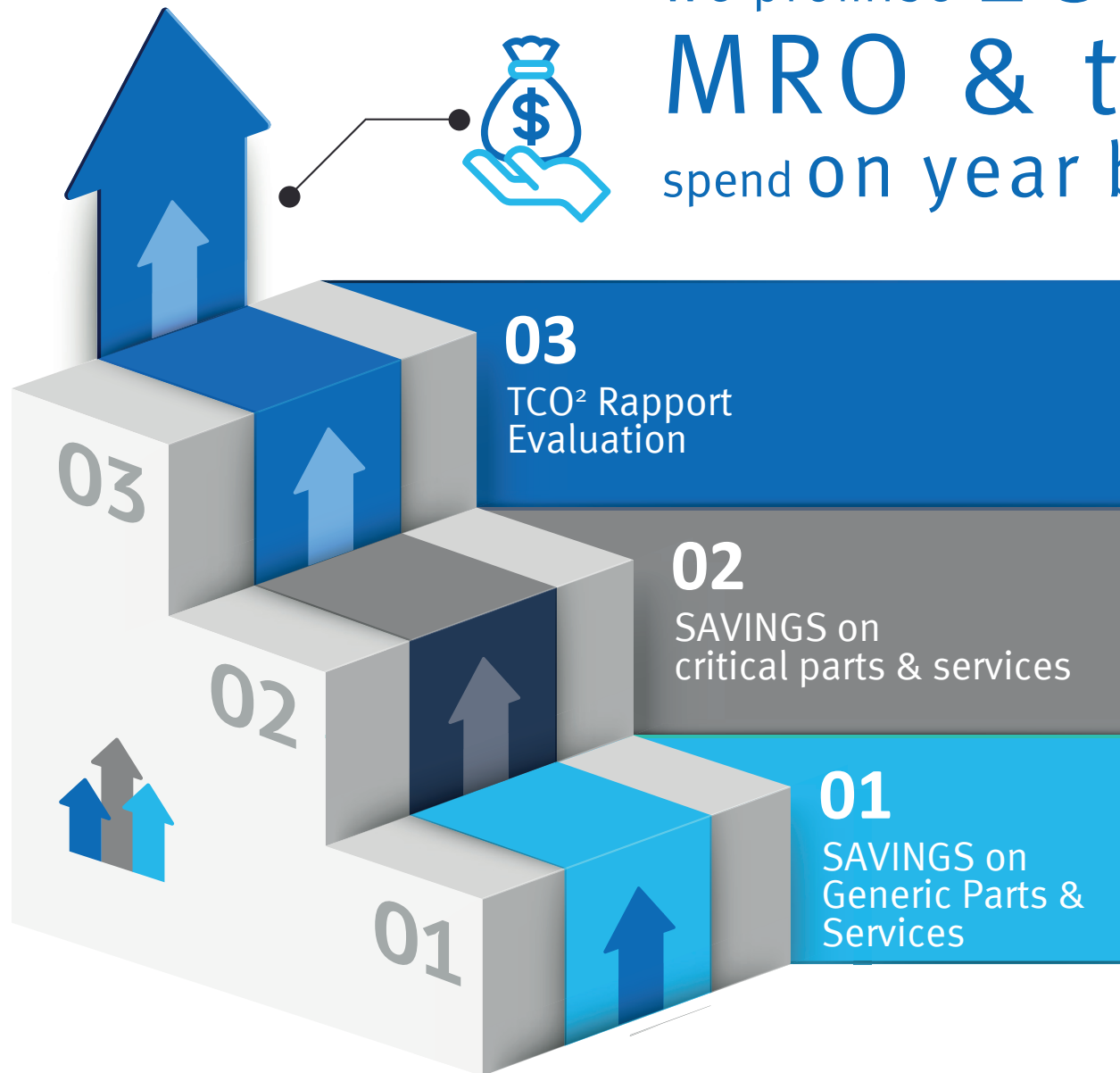
TCO rapport

Development of savings within TCO² projects

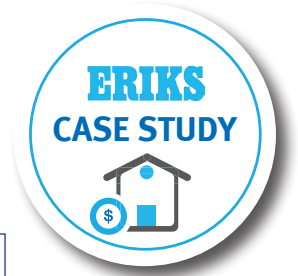


Partnership commitment

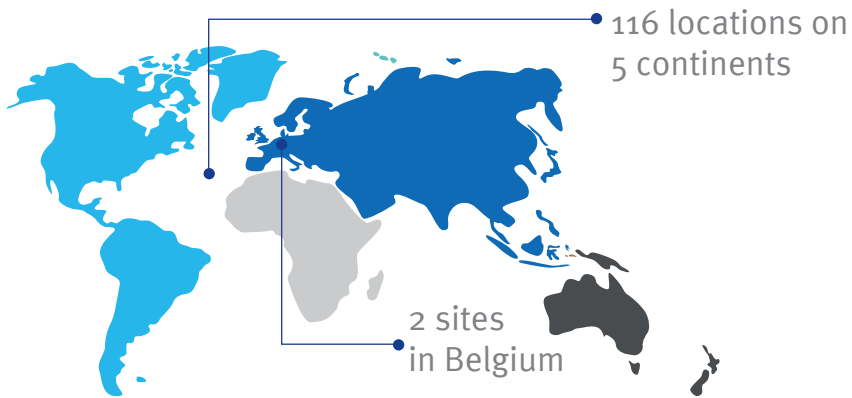
We promise **10%** of savings on
MRO & technical
spend on year base.



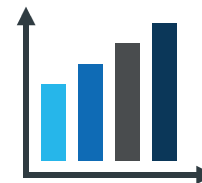
TCO² Cases



Food market Top ranking in the dairy Industry



International contract



Total Spend at ERIKS Belgium 2016

€ 708.161



Cost saving in MRO

€ 97.130



Cost saving in technical

€ 220.783



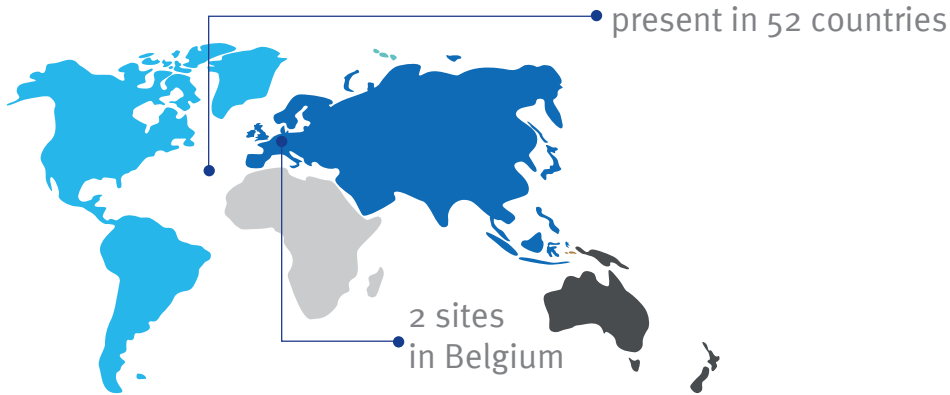
44,89%



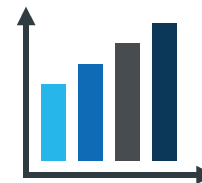
TCO² Cases



Pharma One of the worldleaders in health care



Integrated solutions in 3 countries



Total Spend at ERIKS Belgium 2016

€ 3.182.244



Cost saving in MRO

€ 233.905



Cost saving in technical

€ 347.214



Total savings

€ 581.119

18,2%



TCO² Cases

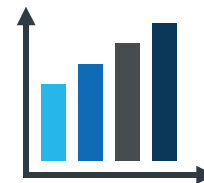


OEM Machinery

Top manufacturer in construction machinery



On-site solution
International contract



Total Spend at
ERIKS Belgium 2016

€ 3.427.756



Cost saving in MRO

€ 421.773



Cost saving in technical

€ 68.554



Total savings

€ 490.327

14,3%

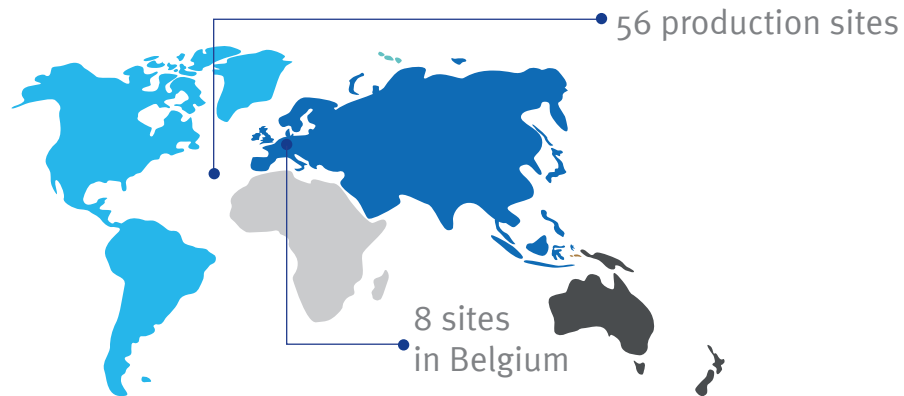


TCO² Cases

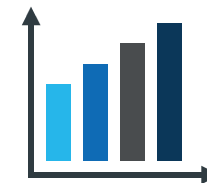


Heavy Industry

Worldleader in his market

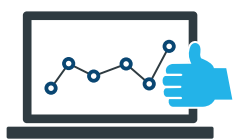


International contract



Total Spend at
ERIKS Belgium 2016

€ 5.124.130



Cost saving in MRO

€ 196.139



Cost saving in technical

€ 1.836.661



Total savings

€ 2.032.750

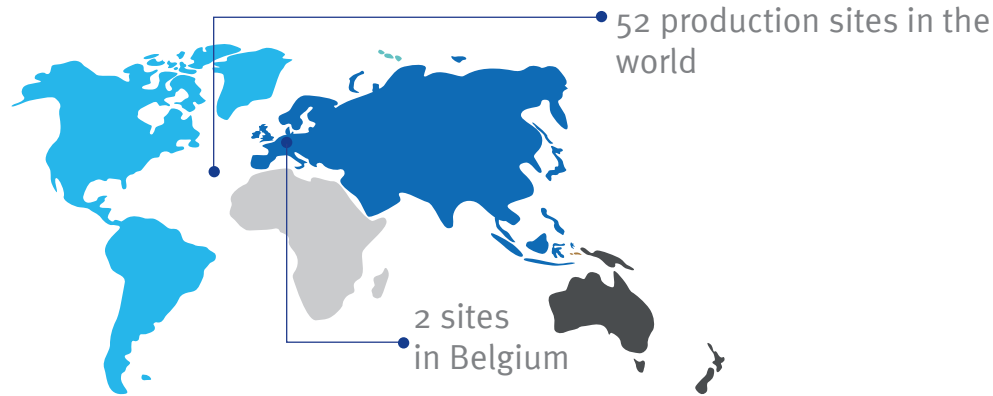
39,6%



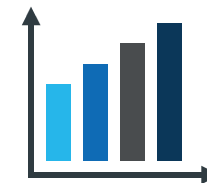
TCO² Cases



Chemical Industry Speciality chemicals



On-site solutions



Total Spend at
ERIKS Belgium 2016

€ 1.452.761



Cost saving in MRO

€ 229.131



Cost saving in technical

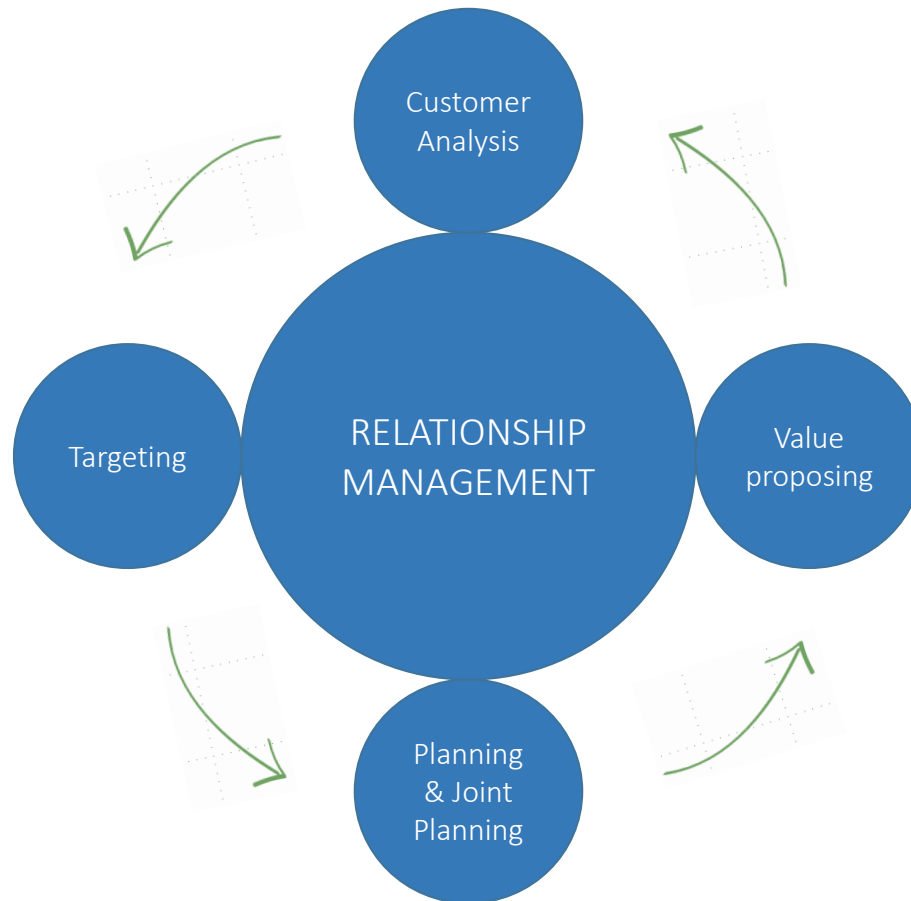
€ 31.850



17,9%



Key Account Management (KAM)



A successful KAM

- Customer Analysis
- Value positioning
- Planning & Joint planning
- Relationship management



Key Account Management (KAM)



**Chemical &
Petrochemical**



**Food &
Pharma**



**Heavy
Industry**



**OEM &
Machinery**



Targets & commitments.



Defining the means.

TCO² report

**Guidelines & calculation methods for added values
een cost savings**

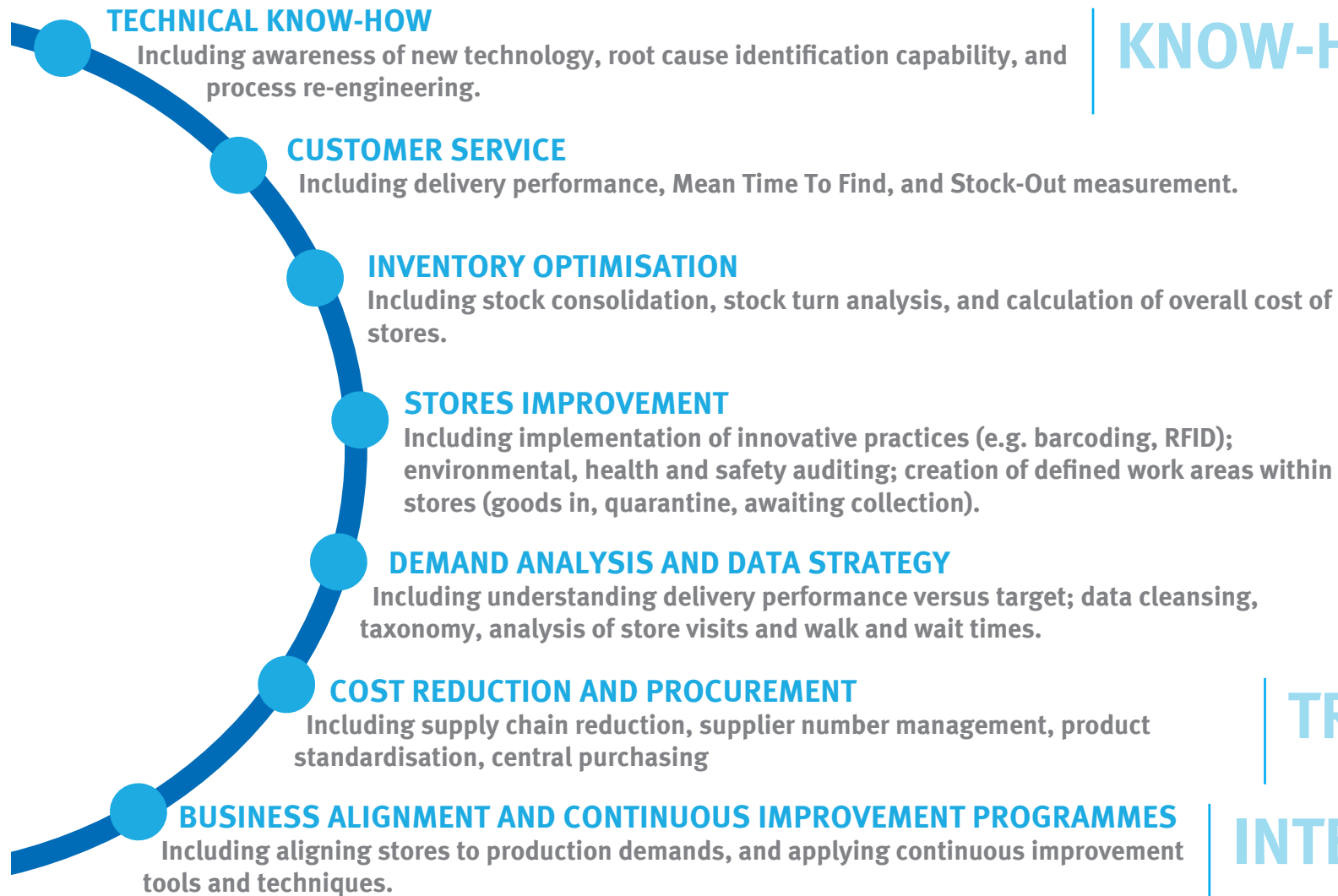
How much can you save now & future?

What do we promise?

**Partnership
commitment**



Defining the means.



KNOW-HOW

TRANSFORM

TRANSACT

INTEGRATE



How much can you save now & in the future?



Achieving best practice in MRO supply chain management can be summed up as:
One supplier – but which one?

INDIRECT SPEND

Right people, right place

target savings
1-3%

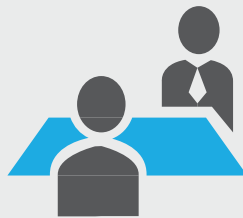
Expertise is only effective when it's applied in the right areas.



Supplier simplification

target savings
5-18%

A close, one-supplier relationship can save time, money and resources in several ways.



Stock management

target savings
5-15%

Careful stock management will help you to avoid duplicate purchasing, lost stock, stock-outs, and unusable stock.



Reporting and administration

target savings
2-3%

Visibility and management reporting on costs and usage are key to an effective and efficient operation.



DIRECT SPEND

Technological capability

target savings
3-15%

An effective supplier needs to be aware of the latest technologies available.



Comprehensive know-how

target savings
up to 20%

A supplier with real know-how becomes more than just a supplier, is able to provide much more than just reduced acquisition costs.



Guidelines & calculation methods for added values een cost savings



Values 2016

LABOR COSTS INDEX PC218

Warehouse employee	€42/h
Administrative employee	€40/h
Internal sales:procurement employee (knowledge center)	€45/h
On-site technical support	€55/h
ERIKS consultant	€60/h
125% for overtime/150% for Saturdays	

COST OF DISPLACEMENT OF EMPLOYEE

hourly cost + €0.37/km

COST OF DATA CLEANSING

€ 1 per item line

SAVING FOR ELIMINATING SUPPLIER

€500 / supplier

SAVING FOR CONSOLIDATED RECEPTION (admin & physical manipulation)

€7.5 per avoid reception

SAVING FOR ELIMINATING OBSOLETE STOCK

4% of value

SAVING FOR CONSOLIDATED INVOICING (admin & physical manipulation)

€10 per avoided invoice

SAVING FOR CONSOLIDATED ORDERING (not including sourcing)

€5 per avoided order

COSTS FOR TRAINING - FIXED PRICE OF STANDARD TRAINING

€150 per participant for 1/2 day

€250 per participant for full day

SAVING FOR AVOIDED TRANSPORT COST

€15 per non urgent transport - €75 per urgent transport

ENERGY SAVING (SMALL, MIDSIZE, LARGE)

€0.08 - €0.10 -€0.12 per KWH

COST OF CAPITAL

1,50%

SAVINGS ON LEAKAGE OF STEAM

€30 per ton(kg)

SAVINGS ON LEAKAGE OF AIR

€0.02 m³



Guidelines & calculation methods for added values een cost savings



Hard Currency savings

Saving	Description	Calculation method
Cost/Purchase Avoidance	Calculated based upon expected usage for 12 months.	(ERIKS' price - Last Paid Price (1) x quantity (2)
Energy Efficiency	When used as part of a TCO Calculation	Based on € cost KWh values x KWH saved
Inventory - Committed, Consigned, Or Dedicated	Above and beyond commitments in the contracts. Suppliers are expected to carry specific product lines in order to earn the business. Savings would be in customers cost of capital.	Inventory savings will be counted at cost of capital
Longer Product Life	When used as part of a TCO Calculation	Price x quantity x time for both situations

Goodwill and added values

Saving	Description	Calculation method
After Hours Service	This can have a positive effect to the P&L but would be considered expected service level.	Values
Bar-coding / Labels	Internal Supplier Efficiency	To be discussed
Consulting – e.g. Engineering Services	Credit for Specialty Consulting Activities must be pre-approved. Where consulting provides a competitive edge, it will be considered for a hard savings.	Consultancy cost x time
Cost of Repair versus New	The customer makes decisions on whether to repair or purchase new equipment. The supplier cannot claim this difference, however, if the supplier can provide a repair at lower cost than the customers estimate or negotiate a better price for a new piece of equipment over the current contracted price, then this can be considered for hard savings.	Price difference x quantity



Guidelines & calculation methods for added values een cost savings



Hard Currency savings

Saving	Description	Calculation method
Material Substitution	All substitutes need to be approved and in most cases requires a customers Management of Change (MOC)	(current Price - subst. price) x quantity (2)
OEM Part Conversion	This involves replacing a current OEM part with an equivalent part at lower cost or better quality.	(current Price- subst. price) x quantity (2)
Payment Terms	Above and beyond commitments in the contracts	To be discussed
Price Savings	Above and beyond commitments in the contracts	Calculated based on Current price difference with Last Paid Price (1) x quantity (2)
Product Substitutions	All substitutes must be approved through customer	(current Price - subst. price) x quantity (2)

Goodwill and added values

Saving	Description	Calculation method
Freight, Expedited or Special Delivery	The contract already addresses standard and expedited freight. Any exceptions will need an individual review.	To be discussed
Kitting	If Customer requests special kitting for delivery to the plant, this may be considered for hard savings.	To be discussed
Labor Savings	Labor is considered soft savings unless it results in a headcount reduction. The exception to this may be when tasks have unitized rates and there is an improvement to the rate.	Time x labor cost values
Part Identification / Data Cleanup	Credit for specialty work must be pre-approved including the \$/hr charge.	values
Product Catalog		To be discussed



Reporting tool



Reporting tool

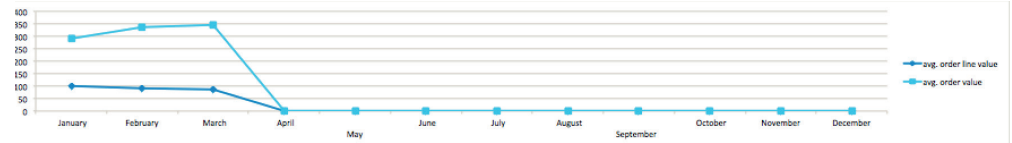
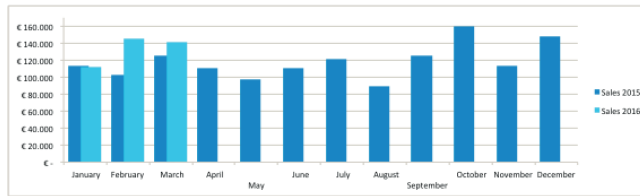


Performance Report Atlas Copco - MRO

Customer	Atlas Copco - MRO
Location	BE
Customer n°	1047675A
Period	Q1/2016
Date	4/04/16

Contact customer	Mattias Sagon
Contact ERIKS	Roeland Huilaert
Agreement reference	
Report reference	KI16014441057-9

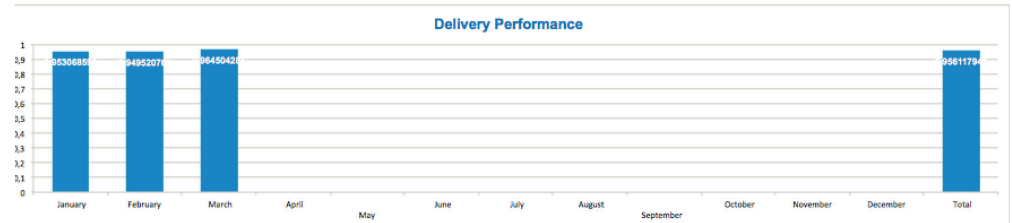
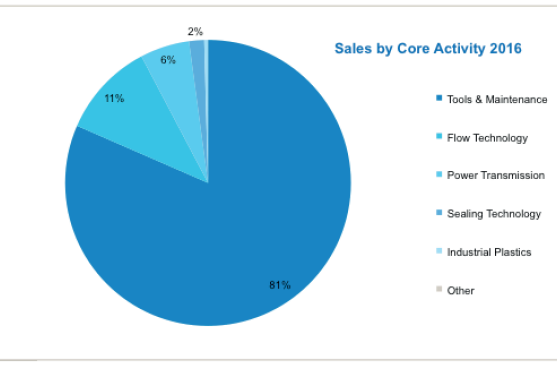
01 Sales per month	Sales 2015	Sales 2016	Δ %
January	€ 111.613	€ 113.049	99%
February	€ 145.780	€ 102.521	142%
March	€ 141.689	€ 125.713	113%
April	€ 110.597		
May	€ 96.851		
June	€ 110.807		
July	€ 121.400		
August	€ 89.997		
September	€ 124.780		
October	€ 160.294		
November	€ 112.771		
December	€ 147.507		
Total	€ 399.682	€ 341.263	117%



04 Delivery Performance	January	February	March	April	May	June	July	August	September	October	November	December	Total
on time	1056	1488	1576										4118
too late	52	79	56										189
OTL	1108	1565	1634										4307
i on time	95%	95%	96%										96%
i too late	5%	5%	4%										4%

	January	February	March	April	May	June	July	August	September	October	November	December	Average
l day 0	95.3%	95.1%	96.5%										95.6%
l day 1	95.5%	95.7%	97.2%										96.1%
l day 2	95.7%	95.9%	97.8%										96.5%
l day 7	96.3%	96.2%	96.6%										96.4%
l day 14	95.9%	95.9%	99.1%										96.9%

02 Sales by Core Act.	by Product Group	Sales 2016	Sales 2015
Tools & Maintenance	Workshop equipment	€ 94.069	€ 100.412
	Fasteners	€ 85.060	€ 72.525
	Tools	€ 82.904	€ 61.400
	Maintenance & Cleaning	€ 36.624	€ 26.446
	Safety	€ 21.113	€ 31.048
Flow Technology	Electricity	€ 3.780	€ 2.656
	Welding	€ 1.140	€ 9.379
	Machines	€ 712	€ 862
	Hoses	€ 27.204	€ 13.813
	Static Sealing	€ 9.230	€ 2.876
	Measur. & Instrumentation	€ 5.142	€ 2.143
	Plastic Piping	€ 1.017	€ -
Power Transmission	Hydr. Hoses & Couplings	€ 306	€ 208
	Subassemblies	€ -	€ -
	Pneumatics	€ 14.778	€ 8.620
	Bearings	€ 1.854	€ 565
	Hydr. Comp. and S&O	€ 1.501	€ 109
Sealing Technology	Services	€ 835	€ -
	Electro-Mech. Transmissions	€ 240	€ -
	Power Transmission	€ 74	€ 928
	Electrical Power Transmission	€ -	€ -
Industrial Plastics	Dynamic Sealing	€ 8.785	€ 6.143
	Plastics	€ 1.668	€ 802
	Other	€ 60	€ 128
Total	€ 399.082	€ 341.263	



Some of our references



Oil & gas



Petro & chemical



Maritime



Some of our references



New energy



Food and Pharma



Steel



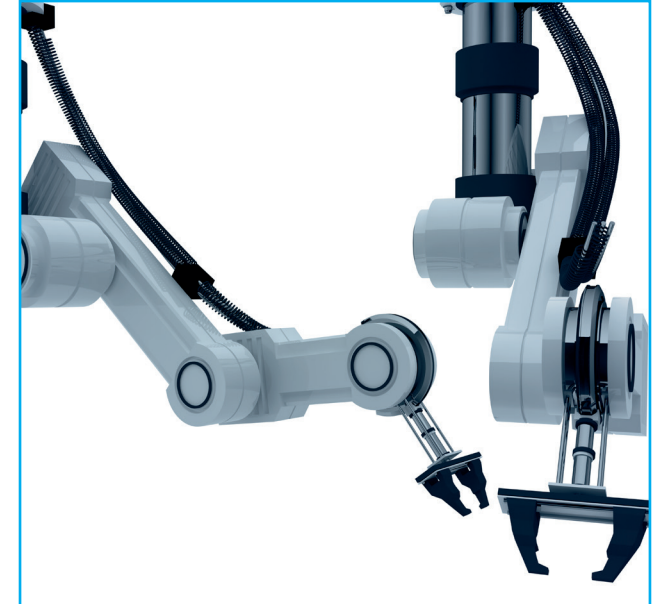
Some of our references



Transport



Waste treatment



OEM



“Increased productivity is the best way to reduce cost”

Cost saving solutions



Cost saving solutions



Follow the customer



EOS



Follow the customer

How do we follow?

Network based distribution

On-site solutions

Integrated solutions



How do we follow?

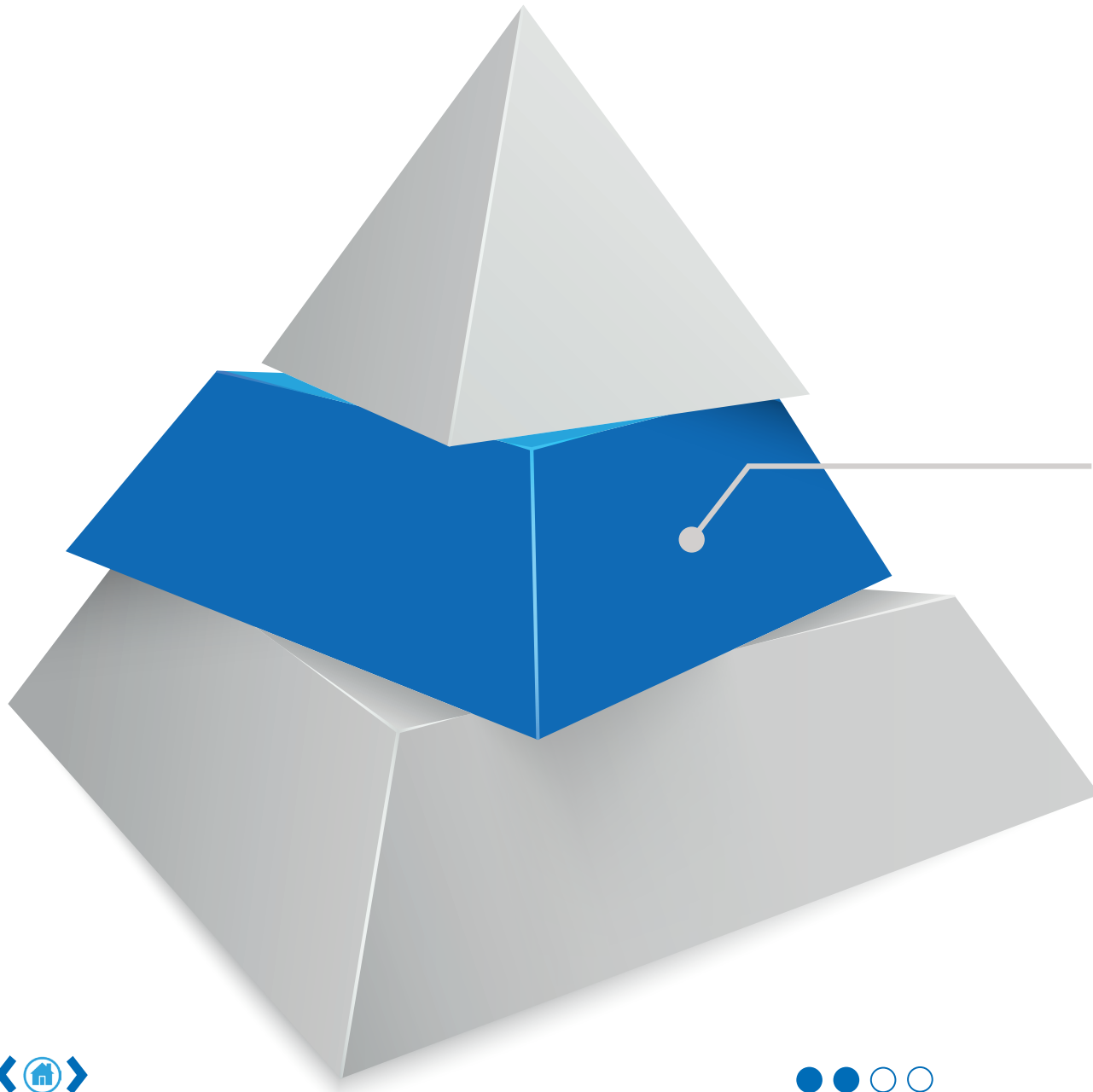


Network based distribution

- Local supply chain
- On site technical support
- Some stores support
- E-catalogue
- Stock-management
- Vending



How do we follow?

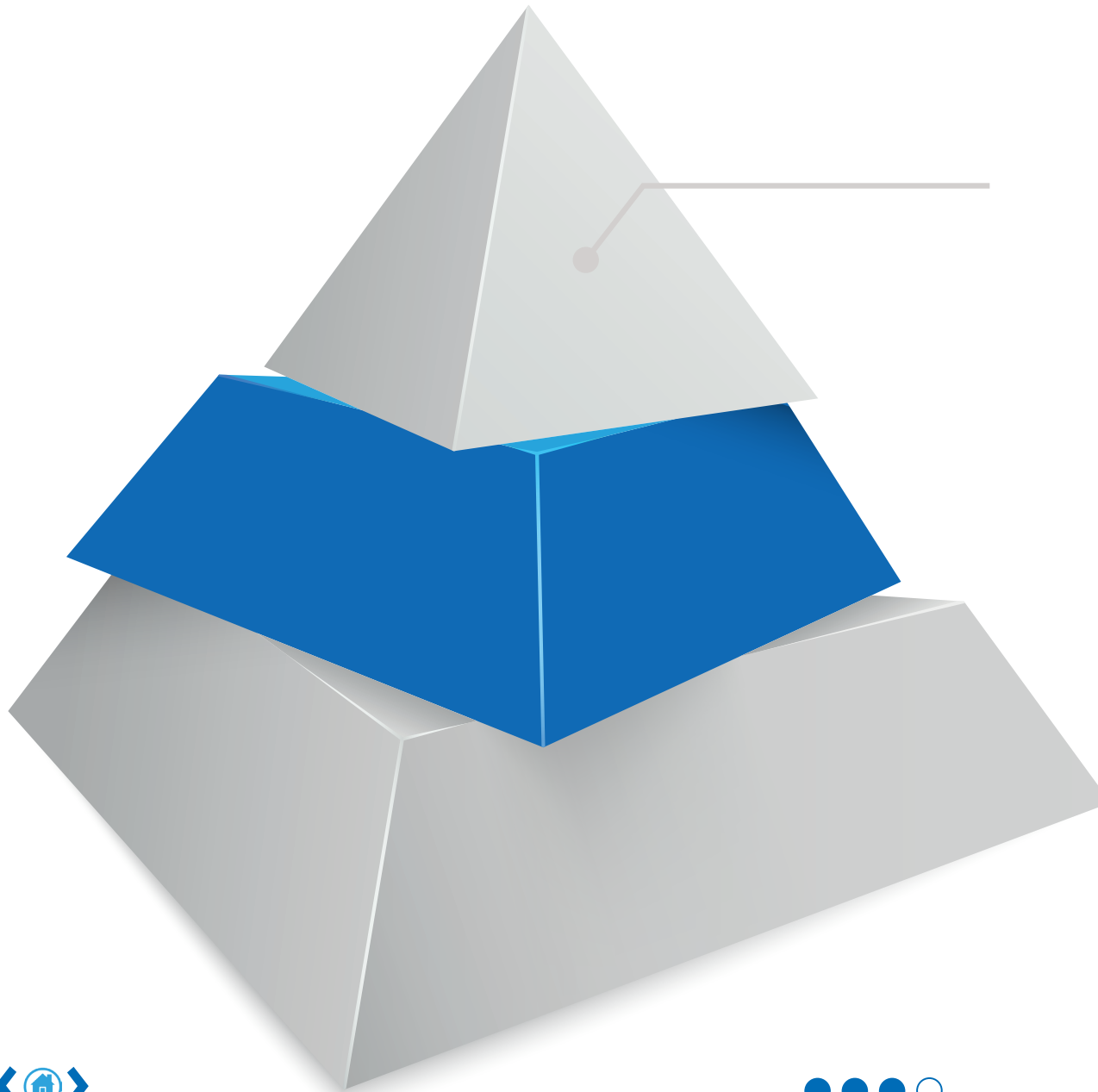


Onsite

- Full/part presence
- Focus on procurement
- Emphasis on know how & technical support
- Stores support
- Core product range



How do we follow?

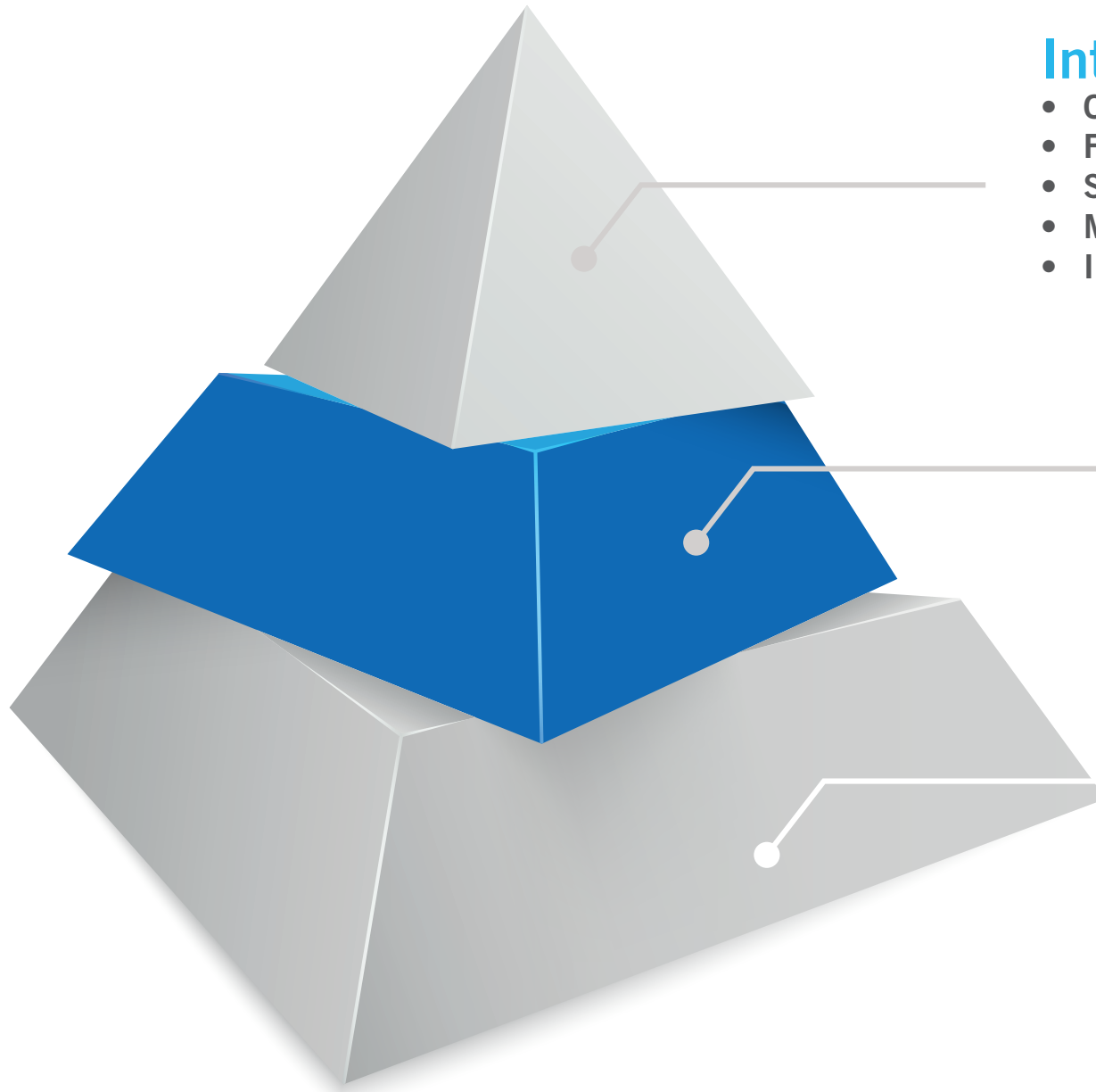


Integrated solutions

- On site service centre
- Full MRO outsourced procurement
- Stores/inventory management
- Management of customer supply-chain
- Integration with customer technical programmes



How do we follow?



Integrated solutions

- On site service centre
- Full MRO outsourced procurement
- Stores/inventory management
- Management of customer supply-chain
- Integration with customer technical programmes

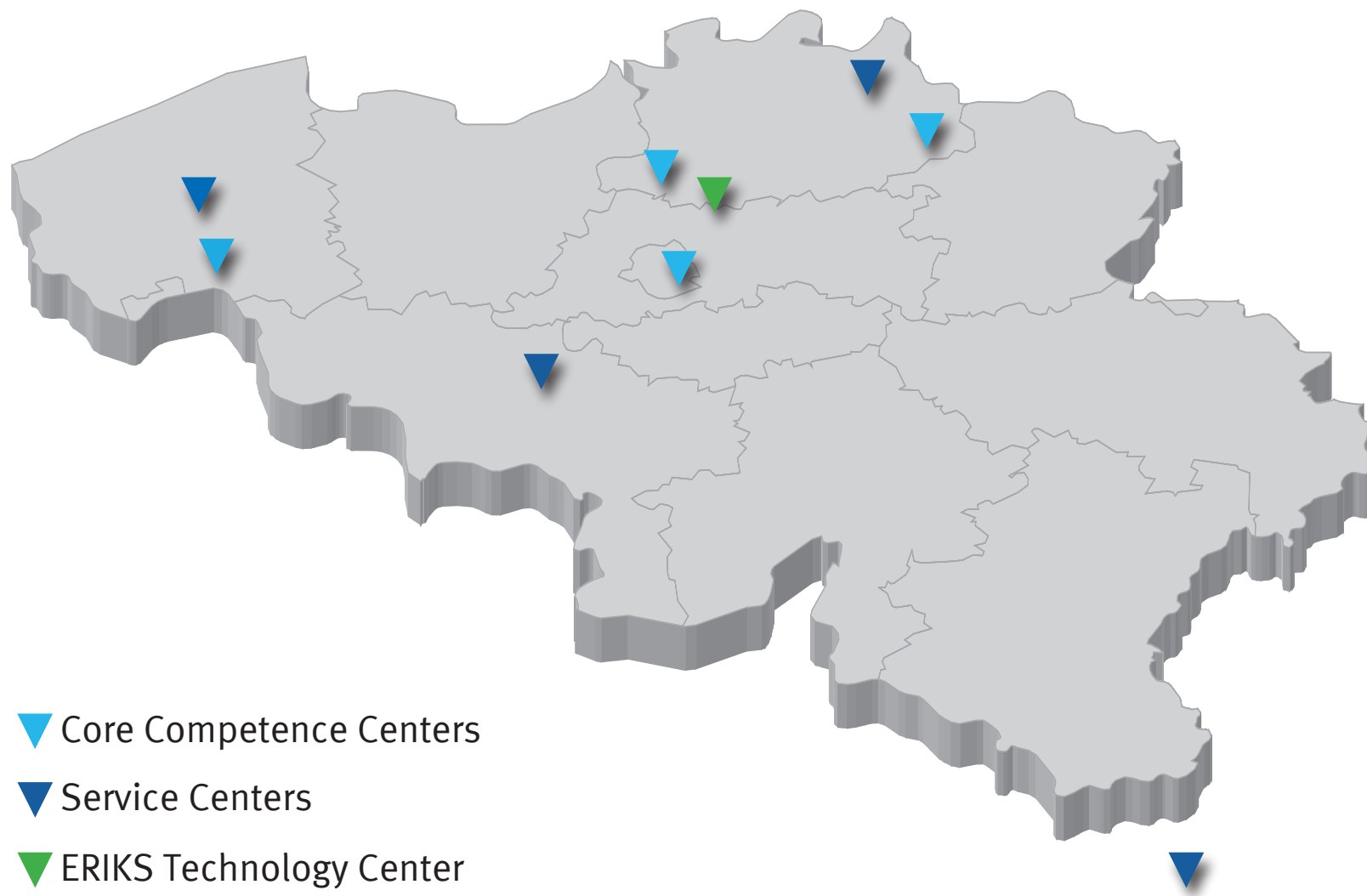
Onsite

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Network based distribution

- Local supply chain
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- Some stores support
- E-catalogue
- Stock-management
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Network based distribution



Service Centers

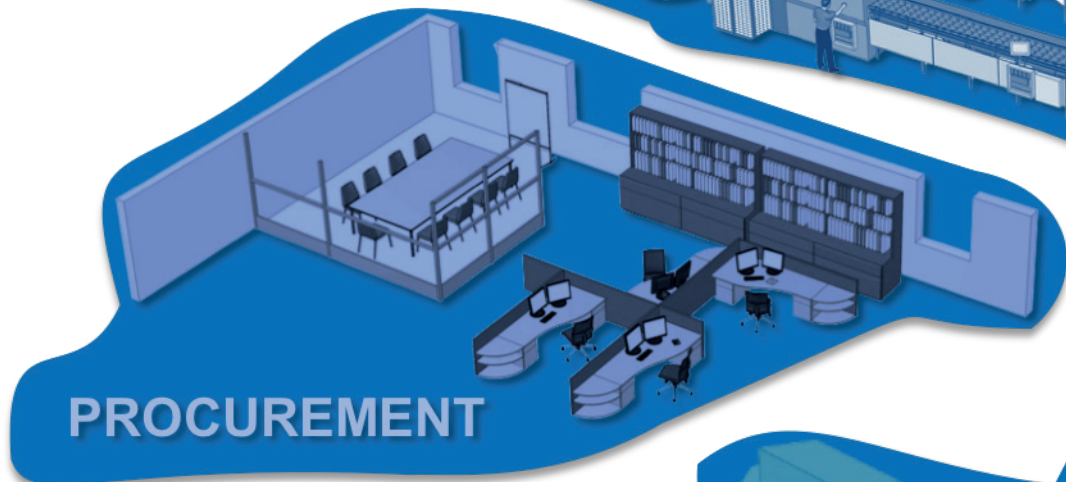
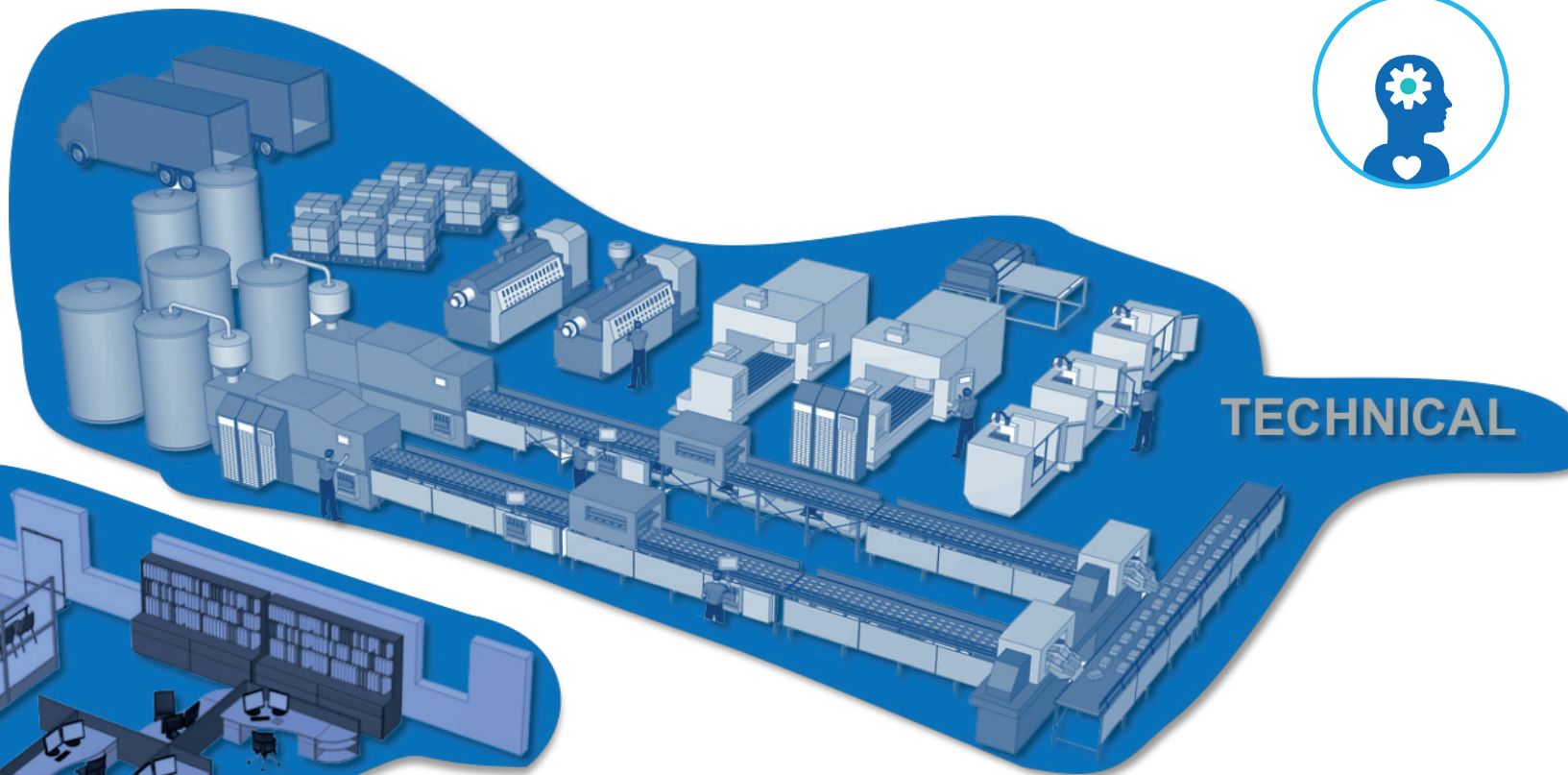
Antwerpen
Vlaams-Brabant-Brussel
Kempen-Limburg
Mol
Turnhout
Oost & West-Vlaanderen
Wallonie
Luxembourg (LU)
Roncq (FR)

Technology Centers

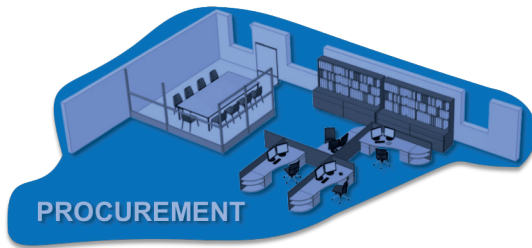
Hoboken
Port of Antwerp
Mol
Asse
Wijnegem
Jumet
Moorsele



3 domains



Procurement



Maintenance Products
Services required by the Customer

Can ERIKS supply competitively?

YES

ERIKS raise order on system to ERIKS

You Receive Consolidated ERIKS Invoice
Each Week/Month

NO

ERIKS raise order on your system

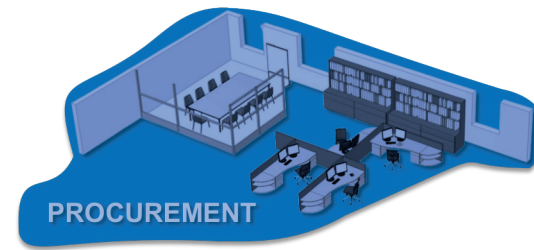
Supplier Invoices Direct

Goods Received, put away & issued by ERIKS

50-60% of spend
80-90% of transactions



Procurement savings



Reducing
lead times

OEM
conversions

Brand
switch outs

Brand
standardization

Vendor
consolidation

Reduction
of suppliers

Reduction
of orders

Reduction
of deliveries

Reduction
of invoices

Customer cost drivers

Product
pricing

Terms
of payment

Freight

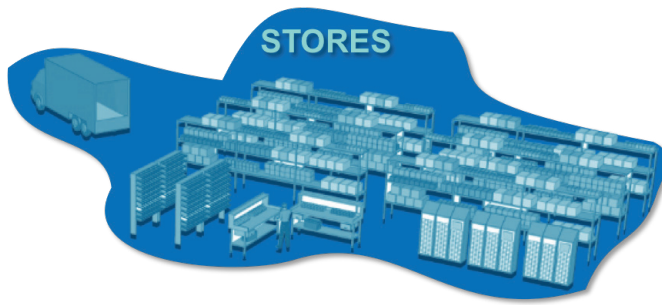
Product
variety

Product
consumption

Contracting



Stores



Spare Parts
Management

Critical Spares
Management

Provision of
Parts Kitting

Inventory
Optimisation

KPI Delivery
& RCA

Innovation
Identification

Process
Improvements

Non-
Conformance
Reporting

The ERIKS Onsite Teams identify and deliver
Continuous Improvement



Inventory Expertise



Reduced inventory

Improved stock availability

Reduced risk of production downtime

Control of purchasing costs

Engineers focus on engineering

Right product,
Right place,
Fit for purpose

Process Improvements

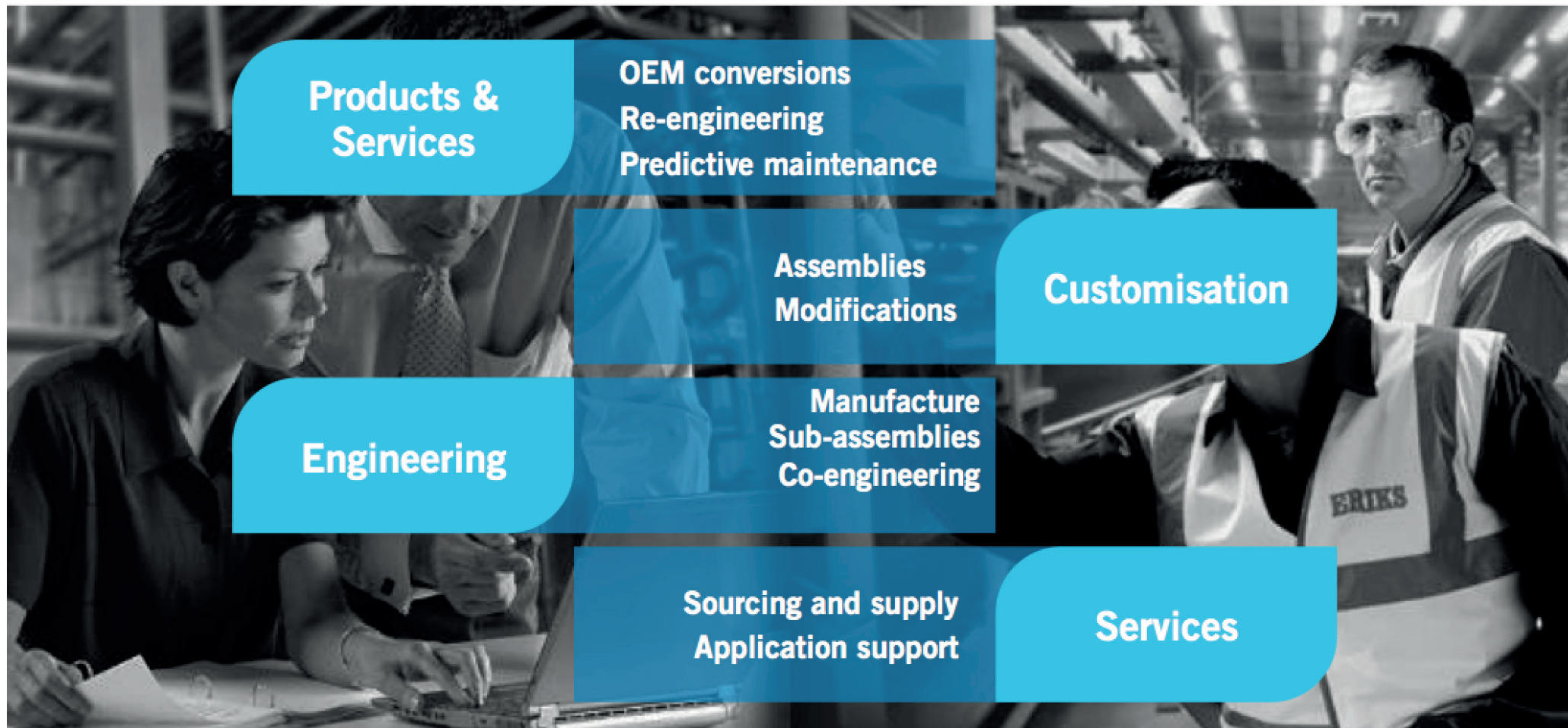
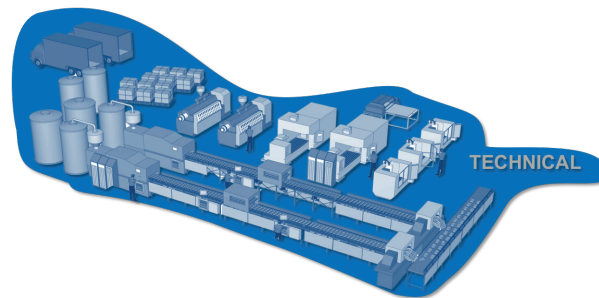
Sustained improvement

ERIKS recommend...
our CUSTOMERS authorise...
ERIKS implement!



ERIKS

Technical capability



› Business units



Contracting management

Overview

Business development

Business retention



Contracting management

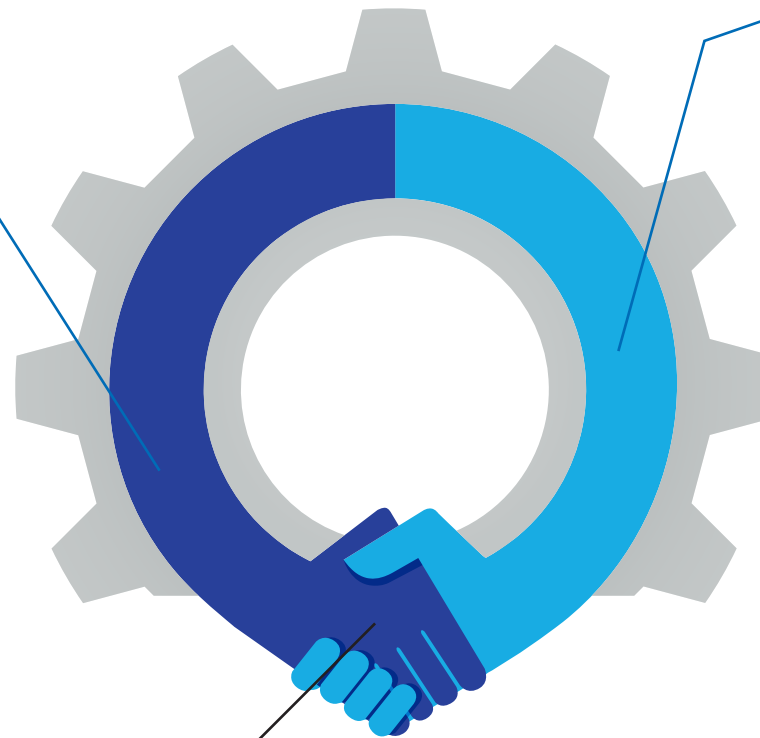


Business retention

- Contracts
- KAIRS
- Reductions (ZEKS)
- Reservations
- Quantity Contracts
- Contract Agreements
- Consumption lists
- Concern
- KPI reporting
- Stocks SAP
- Customer Forecasts

Business Development

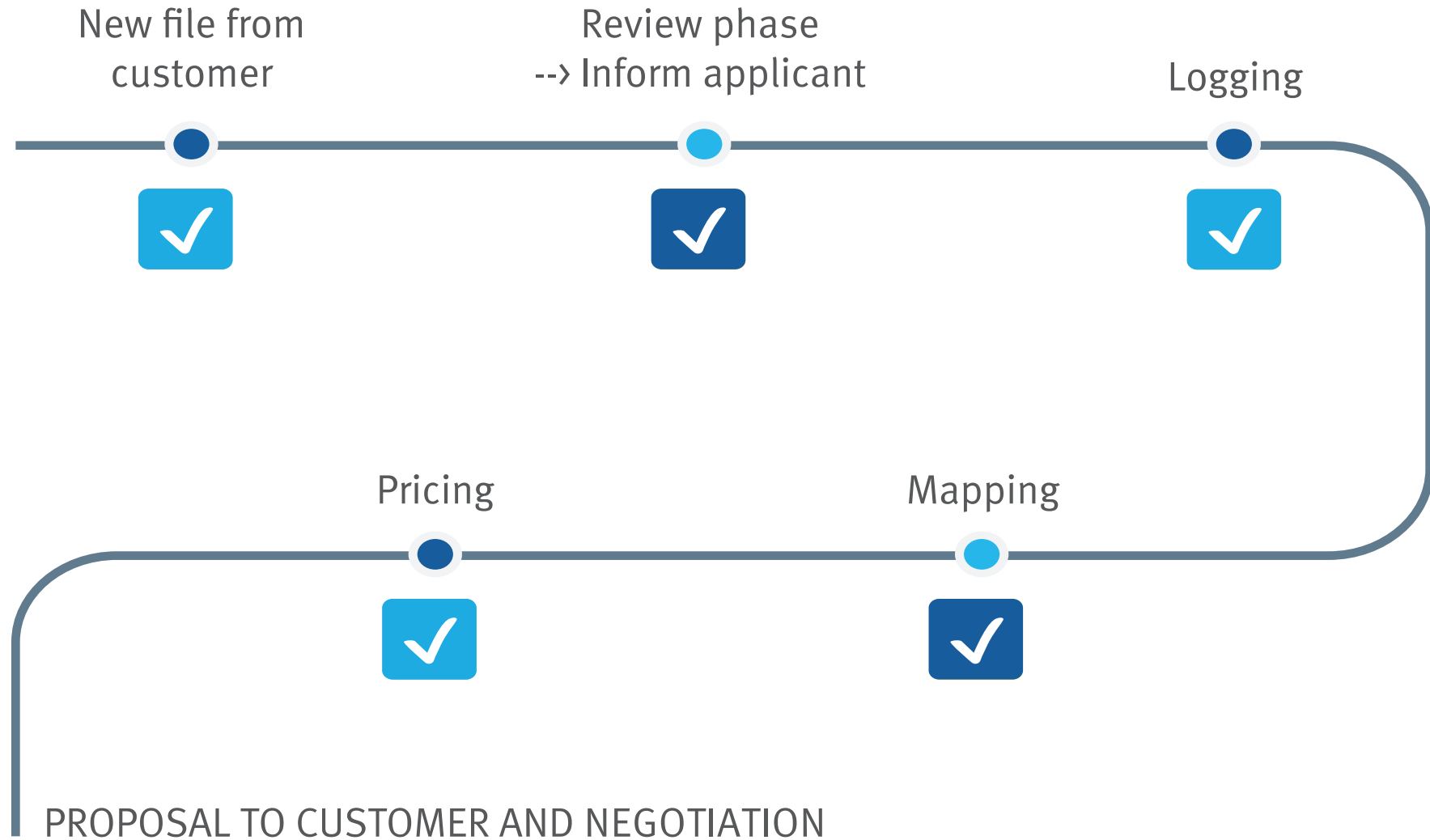
- Tenders
- Implementation



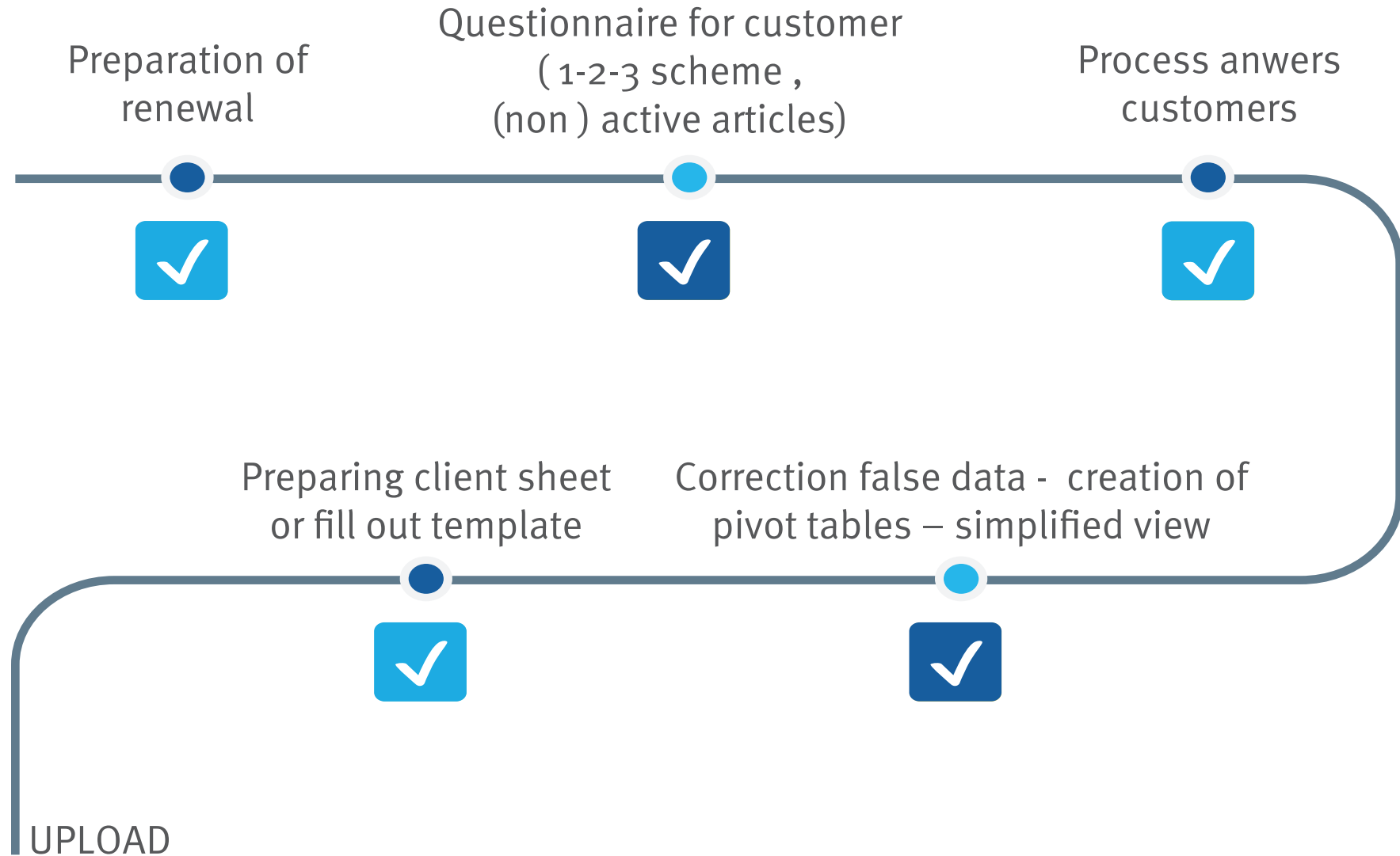
Implementation



Business development



Business retention



Easy ordering system EOS

E-business / Web

E-business / Data

Logistieke oplossingen



Uw mening

E-business / web



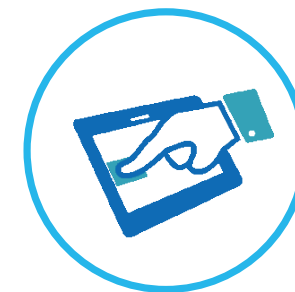
Web 2.0

Bladerbare
catalogi / app

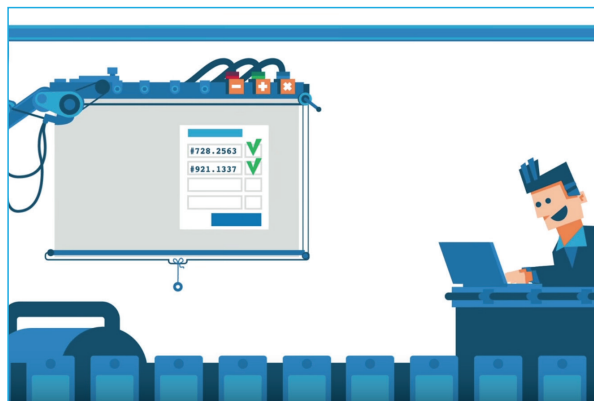
Click & bricks



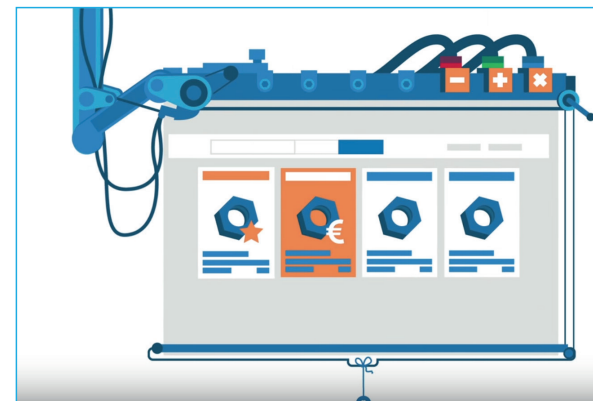
Webshop



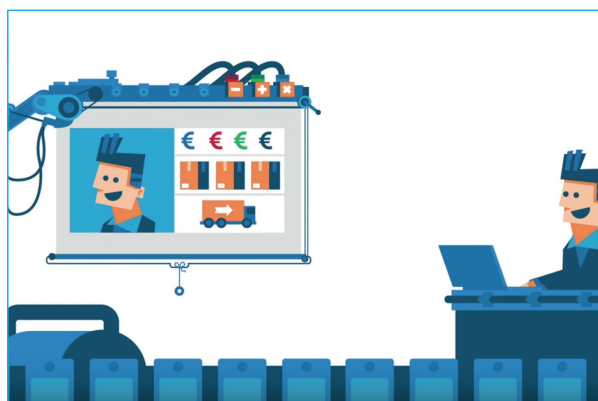
› New webshop concept



› Optimal search



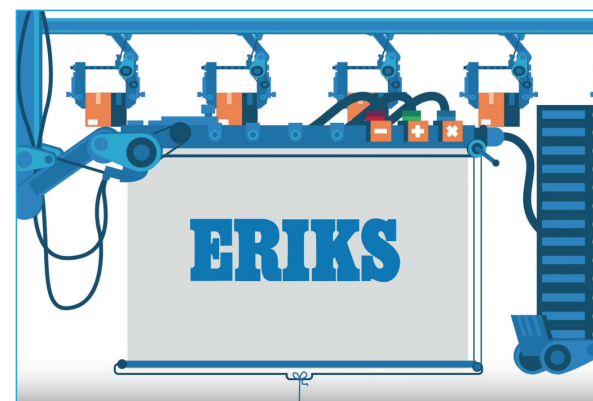
› Technical information



› Prices, order stats



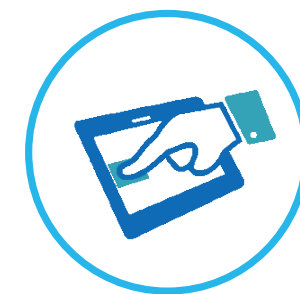
› At your service



› All articles online updated



Webshop



> 500.000
articles



Easy way of
checking your
status



Create your
own order lists



Live chat
=
personal
advise



FULL control of
orderprocesses



Bladerbare catalogus



Clicks & bricks



E-business / data



**EDI
customers**

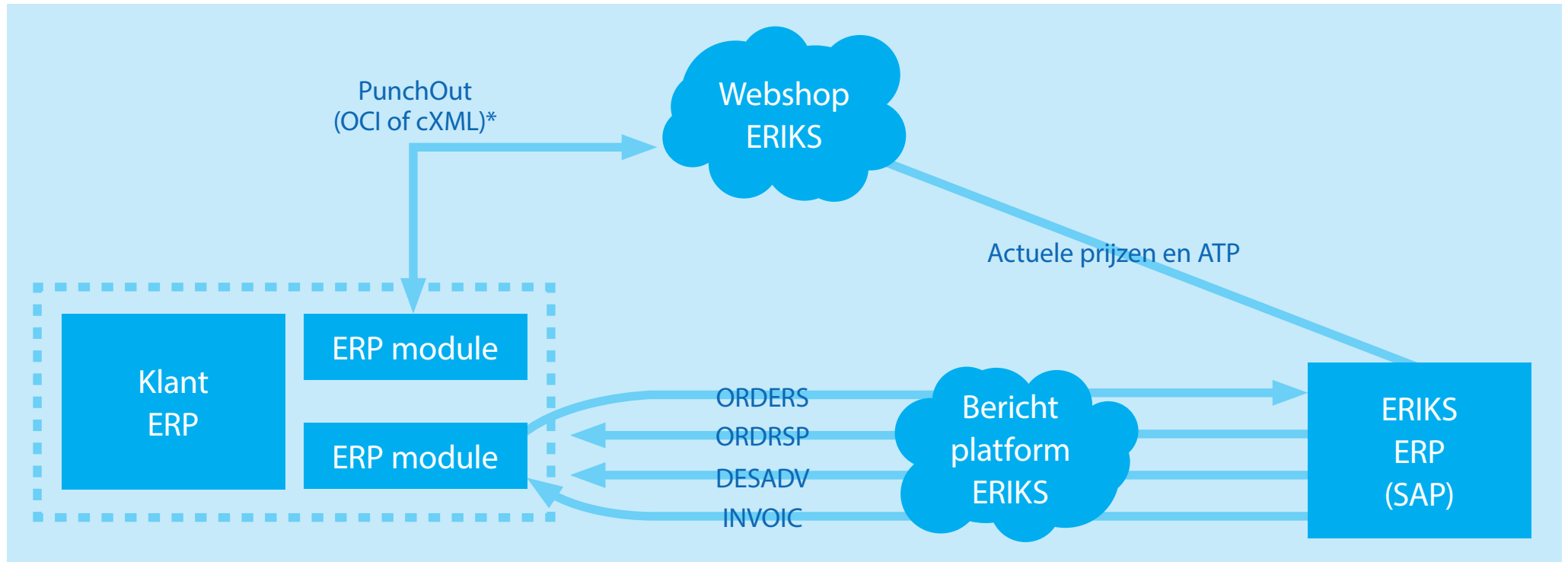
Punchout



EDI Customers



EDI Punch out



Logistical solutions



VMI
Vendor Managed Inventory

Vending machines



VMI implementation flow



VMI solutions

KANBAN - SHOPFLOORSCANNING



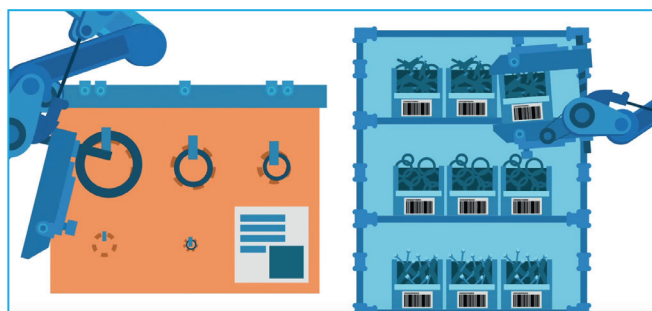
VMI solutions



SHOP FLOOR SCANNING



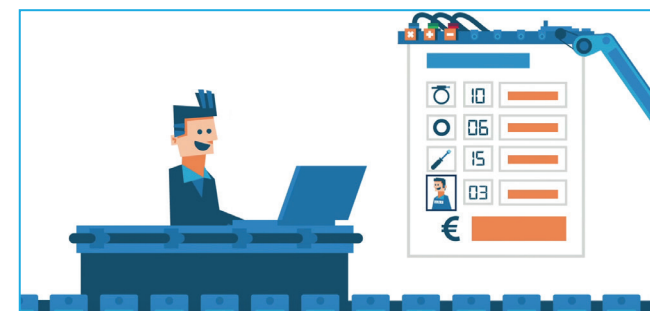
Arranging your stock



Visual recording with barcode scanner

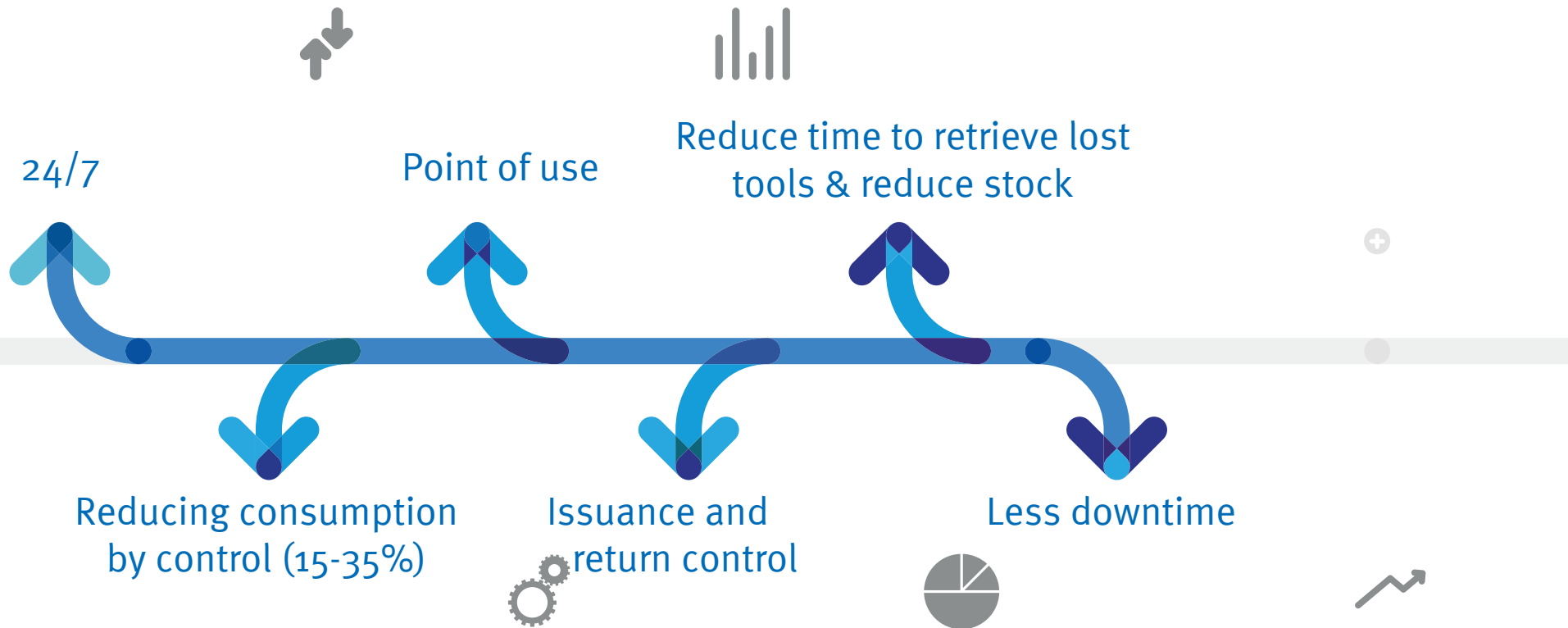


Color code determines frequency



Invoice once a month

Why Vending machines?



Vending solutions



LID



28 LEVELS



MODULO



ROTOPOINT



SUPPLY LOCKERS



EXTERNAL
STOCK



HOSES @
ERIKS

PRODUCT
RANGE

HOSES

QUALITY

GOODALL

QUALITY

CSR

CONTACT

CO-
ENGINEERING

PEACE OF MIND

CASES

PRODUCT
TRAININGS

PMC



SERVICES



WHO ARE WE?



MECHANISCHE
BEWERKINGEN

MONTAGE
ON-SITE

QUALITY



CASES



ERIKS

MATERIALEN
STOCK

NEWS



MACHINEBOUW
+ MONTAGE

ENGINEERING

WISSELSTUKKEN
OP VOORRAAD

REVISIE +
HERSTELLINGEN

CONTACT



PLASTICS @
ERIKS

MATERIALS

PLASTICS

QUALITY
MANAGEMENT

MARKETS

TECHNICAL DATA

BROCHURES

CONTACT

FINISHING
PARTS

NEWS

CASES

PRODUCT
TRAININGS

PMC



ERIKS

PRODUCT
RANGE

PMC



SERVICES



PT

QUALITY

CHALLENGES

CONDITIONING
MONITORING
COMO

MONTAGE
DEMONTAGE

CONTACT

CASES

PROCES
OPTIMALISATION

BRANDS



PRODUCT
TRAININGS



ERIKS

PMC



SERVICES



BRANDS

SRT

APPLICATION
PROFILES

RUBBER
TECHNOLOGY

OLIEKEERRINGEN

OTHERS

CONTACT

O-RINGEN

HYDRAULIC &
PNEUMATIC
SEALS

MECHANICAL
SEALS



PRODUCT
TRAININGS



Brands

PMC

Audits

Tools and
Maintenance
ERIKS

Markets

ERIKS

Added value

Products

Documentation

Product
trainings

Services

Total supply
in workshop
equipment

Cases &
savings



Contact

CHEMIE@
ERIKS

WE HELP YOU
RUN YOUR
FACTORY

CHEMIE


COST SAVINGS

REFERENCES

SEGMENT
SPECIFICS

WE ARE A
TECHNICAL
INTEGRATOR

LOCAL
PRODUCTION &
QUICK SUPPLY

CONTACT

CHALLENGES
AHEAD

ONSITE FREE
CONSULTANCY


BACKWARDS
INTEGRATION
STRATEGY


ONSITE
SERVICES



Brands

PMC

Audits

**TOOLS AND
MAINTENANCE**

Markets

ERIKS

Added value

Products

Documentation

**Product
trainings**

Services

**Total supply
in workshop
equipment**

**Cases &
savings**



Contact

Tools and Maintenance @ ERIKS

**Tools
in Benelux**

Markets

References



Markets



Oil & gas

The Oil and Gas Industry is tasked with meeting the world's energy needs. This Industry faces a number of challenges including tough regulations regarding Health and safety, ever changing consumer demand resulting in daily price changes and a host of political and environmental concerns.



Petro & chemical

The Petroleum industry uses petroleum derivatives to make plastics and rubber and is as such faced with a sometimes volatile raw materials market. From a production perspective uptime is extremely important.



Maritime

Relieve the pressure of legislation and health and safety by having a partner you can trust
We also provide off shore solutions, where our Service Centres on land can ensure quick supply of products.



ERIKS

Markets



New energy

The Renewable Industry generates approximately 18% of total electricity consumption and spans a variety of generation methods, from Photovoltaic, Wind, Rain, Tidal and Geothermal. With this industry set to grow exponentially the potential is vast, with businesses needing to be able to develop more reliable methods



Food and Pharma

The Pharmaceutical and Healthcare Industry face pressures from every angle with quality, flexibility and efficiency the biggest concerns. whilst implementing ever changing technology.



Steel

Frequent changes in the buy price for steel makes the Metals Industry difficult. In addition the price of raw materials has increased, leaving manufacturers needing to increase efficiency and decrease downtime to stay on top.



Markets



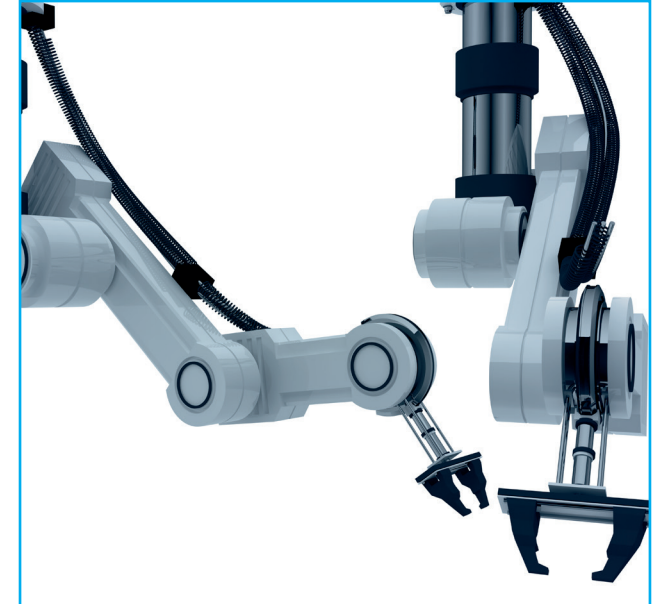
Transport

The transport industry has evolved from animals and walking to the creation of the wheel and the first automobile, from boats carved out of wood to large freight ships. The transport industry is vital to economic growth.



Waste treatment

The Waste and Recycling Industry is faced with numerous challenges, increased demand through environmental pressures to increase recycling, the introduction of new recycling and disposal methods as well as Health and Safety regulations with regards to collection, processing and disposal.



OEM

Today success for manufacturer's mostly depend on the ability to quickly respond to the ever changing consumer demands keeping the expenses low and the efficiencies high . They find in ERIKS an organization answering their needs.



ERIKS

References



Oil & gas



Petro & chemical



Siegfried | expect more



Maritime



References



New energy



Food and Pharma



Steel



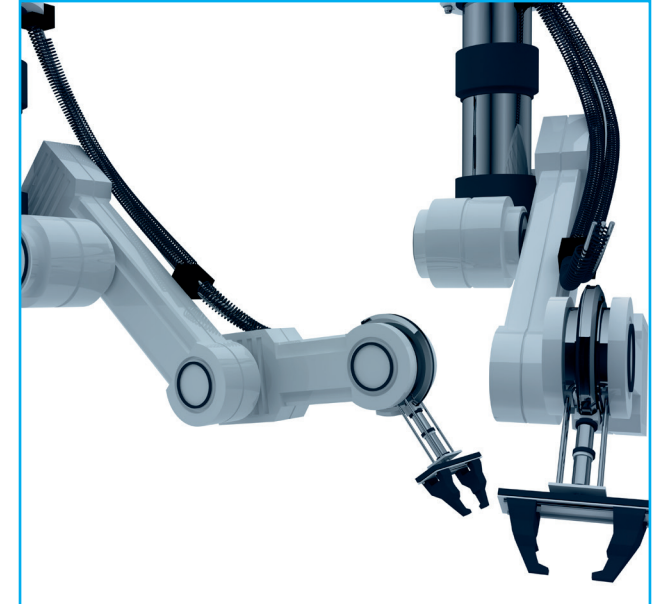
References



Transport



Waste treatment



OEM



Total supply in workshop equipment





› Hosting
devices, power
lifts



Products › hosting devices, power lifts



Handtakels



Rateltakel



Power pullers



Staaldraadtakels



Pneumatische kettingtakel



Elephant elekt. takels



Elephant elekt. loopkatten



REMA SR Elekt. takels



REMA SR loopkatten



REMA LK zware elekt. takels



Radiografische sturingen



Loopkatten



Loopkatten & Katbuffers



ERIKS





> Welding
equipment and
soldering tools



Products > electrical workshop tools



Welding machines



Torche & wire



Solding equipment



Welding workshop equipment





Products > hand workshop tools



Tangen



Schroevendraaiers



Vonkvrij-gereedschap



Lijmtangen



Demontage-gereedschap



Rolbandmaten



Tuin en bouw



Gereedschapskoffers



Steenboren



Pijpbwerkings-gereedschap



Momentsleutels

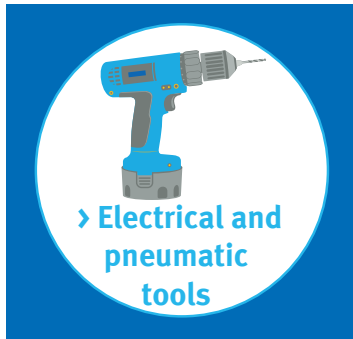




› Electrical and
pneumatic
tools



Products › electrical workshop tools



Electrical machines



Pneumactical machines





› Personal
protection
equipment

EN388: 1994



4343

RX[®]

DYNEEMA SAFE 3

RX-PG-CR9

9

Products > personal protection equipment



Head protection



Face protection



Respiratory protection



Hand protection



Clothing



Shoes



Fall Protection



Hygienic



Absorption (Spill Control)

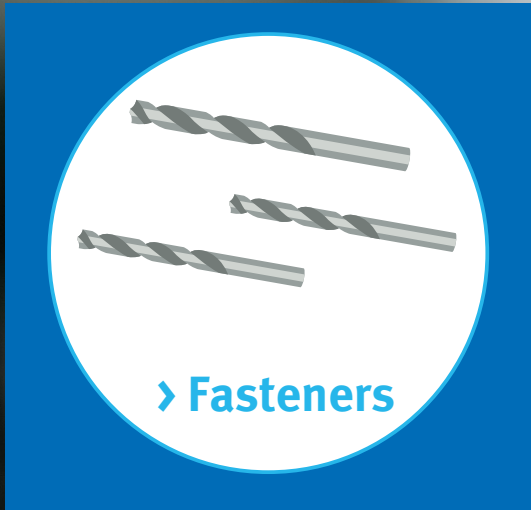


Signalisation

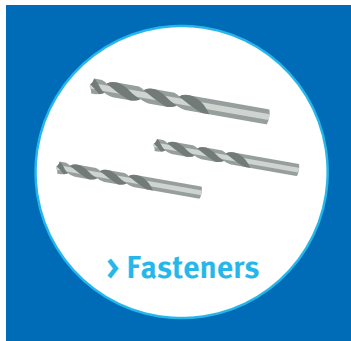


First aid





Products > fasteners



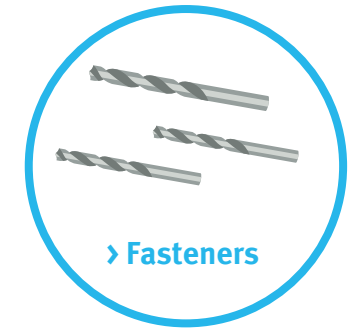
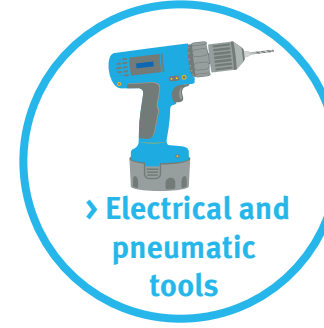
Mechanical fasteners



Chemical fasteners



Brands by product groups



Own brand

RX[®]

RX[®]

RX[®]

A-brands

CENTURION[®]

format
professional quality

metabo[®]
work. don't play.

format
professional quality



GÜHRING
The Tool Company



STOKO[®]



BOSCH

BRADY

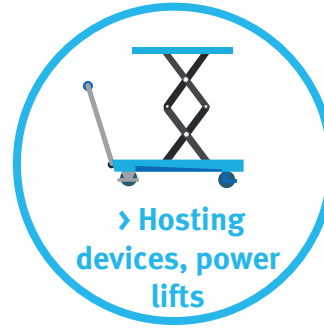
PARAT[®]

Hüvema[®]



ERIKS

Brands by product groups



Own brand

RX[®]

A-brands

 **KEMPPI**

Hypertherm[®]
Cut with confidence

 voestalpine Böhler Welding

3M

 **AIR LIQUIDE**

GCE

 **LISTA**

 **META**
Das Lagersystem

 **Blickle**[®]
we innovate mobility

 **PRESSOL**

 **KARCHER**[®]

LOCTITE[®]

GUHRING
The Tool Company

VÖLKEL
THREADING SOLUTIONS

 **BAHCO**[®]



ERIKS

Services

Global
Services

Installation
Services

Training
Services



Global Services

Tool Control system

Arranging your warehouse - 3D

Engraving machines

Offering free first safety check

Repair and renovation

Grinding of tools

Calibration of tools

Registration of machines

Audits around standardization

Safety audits in weld area

Customer-specific stock

Safety audits petrochemicals



Tool Control System

Keep you working - safer, more efficiently, more productively, with fewer losses of time, talent and equipment.

ORGANIZATION:

Tool trays, foam kits, computer assisted “list to layouts”.

VISIBILITY:

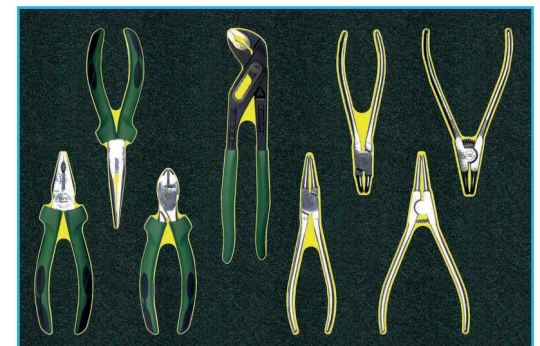
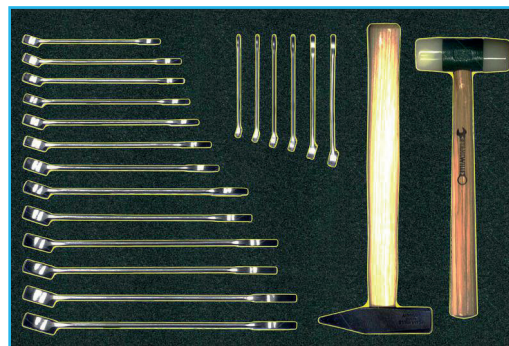
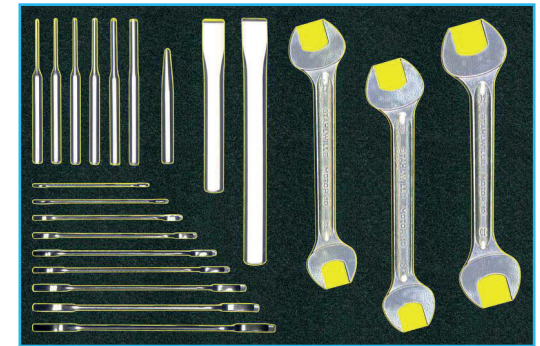
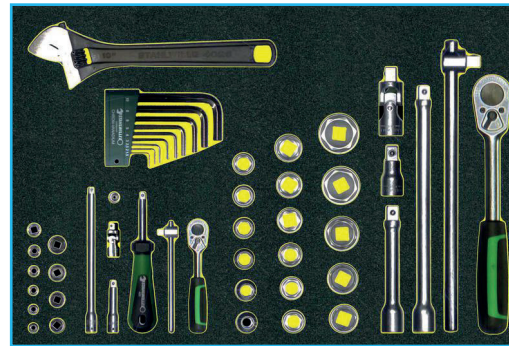
Color control for special needs, wall mounted tool control boards, professionally engineered foam cut layouts.

SECURITY:

Tool chit card and reader system, pocket badges to mark foam kits, keyless (cards not keys) for better security and control.

TRACKABILITY:

Laser tool engraving to match your ID system, specialized kits, boxes and bags, to match your needs.



Arranging your warehouse

From A to Z with 3D plan

ADVISE

Professional advice following your needs

EFFICIENCY

An efficient (re)furbishment of existing or new warehouse

STORAGE

Advice in connection with storage for hazardous substances

TOOLS

Tools for loading, unloading and moving

ASSEMBLY STORAGE RACKS

3D PLANS



ERIKS

Documentation

BEVESTIGINGSMATERIALEN
MATERIEL DE FIXATION

ERIKS+BAUDOIN
know-how makes the difference

Persoonlijke beschermingsmiddelen

kennis maakt het verschil **ERIKS**

RX® Poetspapier & Non-wovens

ERIKS
kennis maakt het verschil **ERIKS**

RX kabelbinders

kennis maakt het verschil **ERIKS**

Kracht voor veeleisende taken
Kärcher industrieuizers

kennis maakt het verschil **ERIKS**

RX CUTTING TOOLS

RX® verspanende gereedschappen

kennis maakt het verschil **ERIKS**

MIUM
PRU
HANDEL

GEREEDSCHAPPEN EN
ONDERHOUDSPRODUCTEN

ERIKS+BAUDOIN
kennis maakt het verschil

RX® Persoonlijke Beschermingsmiddelen

ERIKS
kennis maakt het verschil **ERIKS**

RX® Spill Control

ERIKS+BAUDOIN
kennis maakt het verschil

RX® cuttermessen/couteaux à lames

ERIKS
know-how makes the difference **ERIKS**

format

MIUM
PRU
HANDEL

Gereedschappen en onderhoudsproducten
Uitgave 2015/2017

kennis maakt het verschil **ERIKS**

PROMO

RX® Maintenance Sprays

ERIKS
kennis maakt het verschil **ERIKS**



ERIKS

Installation Services

Tool Control
system

Installing metal
working
machines

Engraving
machines

Registration of
machines

Custom made
cable reels



Custom made cable reels

ERIKS engineered products group has the capabilities to custom build to your specifications.

Our special engineered products are developed for demanding applications such as marine, military, aviation, hydroseeding, sewer and well cleaning, offshore oil rigs, robotic cable and much more.

Choose your own application

Hose type depending the use



Training Services



Product trainings




Custom made trainings



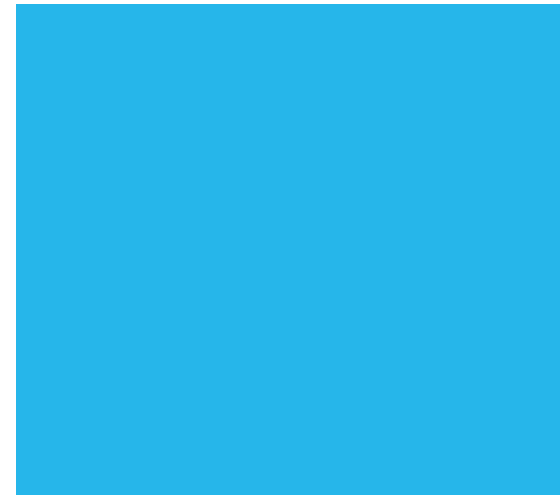

Cases & savings



Cases



Heat Shield



Heat Shield Case for Proximus



FEATURES

Correct dimensions according to the standard

Build-up in 6 layers

Longer service life through wear-resistant surface

Very good moisture resistance

Perfect results when heated to 900 ° X - 90 sec.

Certification

Stock article



Product Savings

SAFETY PRODUCT SAVINGS



Leather gloves



Safety shoes
Emma



Safety skin

MACHINE SAVINGS



External cleaning



Frequency
controlled pump

WAREHOUSE PRODUCT SAVINGS



Hand Winch

MAINTENANCE PRODUCT SAVINGS



Leather gloves



Leaks

TOOLS SAVINGS



Measurement



Metal detection



Leather gloves



Leather gloves A metal processing plant uses leather gloves.

Problem situation

Leather gloves do not have a constantly factor in protection (the is a product of nature)

Result

Regularly cut accidents
A high consumption of gloves

Solution

Using a cut-resistant glove.

Ansell 11-624 is the right solution:
cut-resistant,
low price.



Advantages

- Increased comfort
- Increased sensitivity
- Perfect fit
- Good grip in dry and slightly oily surfaces
- Cut 3 by Dyneema
- Durable: last longer



Total savings
up to 50%



Safety shoes Emma



Leather gloves A company should provide safety shoes.

Problem situation

A company must provide safety shoes, but there is not for any staff appropriate footwear available

Result

Foot problems arise even absenteeism can result.

Solution

The Emma shoe-mobile.
They apply both individually, or even through your whole occupation.
The shoe problem for you by us dissolved and mapped.



Advantages

- Safety shoes matching the work environment.
- 3D - Comfort Concept
- Safety
- Comfort



Total savings
up to 20%



Skin diseases



Skin diseases are the most common occupational diseases.

Problem situation

Caused by contact with certain substances in the workplace and / or use of inappropriate products for cleaning the hands.

Result

Medical costs and absence.

Solution

Skin Care Program at STOKO®
Skin Care adapted to the specific working conditions, with complementary products for skin protection, -Cleaning and care.

STOKO®
SkinCare



Advantages

- Less Medical care
- Less Medicines
- Less Loss of production
- Less Loss of motivation



Total savings
up to 22%



ERIKS

Hand winches



Hand winch is a very inexpensive hoist!

Problem situation

It takes time to get a lift 3 meter by means of the hand chain bridge: about 1 1/2 minutes - 5 x hoist a day, means annual 50 hours of work.

Result

Fatigue and irritation for your employees

Solution

An electric hoist doing five times as fast, which means that for the same work is required only 10 hours.



Advantages

- Faster
- Less fatigue
- Less irritation for your employees



Total savings
up to 18%



External cleaning



Cleaning Bins and vehicles cleaned by external cleaning company.

Problem situation

The cost of these external cleaning are very high and the lead time (during which the trays are not available) is too long.

Result

Loss time and unavailability

Solution

Arrangement with Kärcher cleaning devices with a dirt blaster so that the containers can internally be cleaned. cleaning of a tray takes up less than 15 minutes and requires no administration.



Advantages

- No administration
- Faster cleaning and therefore better availability
- Not depending on a third party



Total savings
up to 15%



External cleaning



Frequency controlled pump

Problem situation

Provides a non-rate-controlled pump for the supply of process water within Company.

Result

The decrease is not constant.

Solution

The solution to this problem is a frequency controlled pump with built pressure sensor.



Advantages

- Constant pressure
- No problems with water hammer
- Small enough expansion
- Energy consumption is proportional to water consumption



Total savings
up to 22%



External cleaning



Sealing flanges

Problem situation

For sealing of flanges, there are gaskets in all kinds (paper, caps, metal, ...) and in all sizes.

Result

A lot of different gaskets

Solution

Loctite® 5910 Quick Gasket cures to a remaining flexible, reliable, with a gasket long lifespan.

Usable on metals and plastics flanges.
Can replace cut gaskets.



Advantages

- Suitable for all types of flanges
- Suitable for all sizes of flanges
- Immediate sealing gasket
- Continuous operating temperature up to 200 ° C (Peaks up to 260 ° C)
- User-friendly packaging and dosage



Total savings
up to 14%



Leaks



Every industrial environment is faced with leaks.

Problem situation

Such leaks not only cause a lot of discomfort (cleanup, repair, downtime, ...) and a security risk, they also cost a company a fortune.

Result

Risks, difficult process

Solution

Loctite 55 sealing cord is superior to all other forms of seals such as hemp / pasta and PTFE tape.



Advantages

- Immediate sealing of water, gas and compressed air systems
- The connection can -without danger of leaks reversed are (max. 90 °)
- Easy to use, fast and affordable
- Can be used with metal and plastic compounds



Total savings
up to 17%



ERIKS

Measurement



Measurement of volume, surface area and indirect lengths.

Problem situation

By traditional means (tape measure) to measure is time-consuming and often not very accurate. Modern tools were previously large in size and had high purchase price.

Result

Less time, incorrect

Solution

Bosch DLE 50:
Measuring easy and precise lengths, surfaces and volumes. This new, very compact size makes it extremely easy to use, very affordable in comparison with other digital rangefinders.



Advantages

- Easy and precise measurement of lengths, surfaces and volumes resulting in time savings
- Absolute accuracy by art laser technology up to a range of 50 m
- Accuracy of further calculations will be accurate



Total savings
up to 13%

