



# Exclusive Stock for total peace of mind

**Your private reserve of original spare parts**





Grant yourself a luxury you can afford: Always available Alfa Laval spare parts, exclusively yours.

# Exclusively yours!

## First-class spare parts management

**Peace of mind** is not achieved by warehousing and managing your own spare parts inventory. Nor is it achieved by outsourcing to a third-party spare parts provider on a consignment basis. True peace of mind is achieved with an Alfa Laval Exclusive Stock agreement.

With Exclusive Stock, you get incomparable service and your private reserve of critical spare parts – available solely for your use and ready for same-day shipment.

When downtime isn't an option, experience the security that comes with Alfa Laval Exclusive Stock. With this simple cost-effective way to manage the complexity of spare parts inventory, you can maximize productivity and minimize costs.

With the right parts reserved under your company's name, you always have fast and direct access to the Alfa Laval spare parts you need. This increases uptime and protects the profitability of your business.

With greater peace of mind about spare parts availability, you have more time to spare – and more time to focus on your core business.



**Exclusive stock:** Alfa Laval stands behind every 100% original spare part reserved in your company's name. We design, manufacture, store and own it – right up until the time your stock is issued.

# Maximize uptime by aligning critical spare parts with your needs



Optimizing spare parts inventory is not an off-the-shelf solution. We work closely with you to determine exactly what you will need – and when.

Here are three easy steps to cut through the complexity and costs of managing your spare parts inventory.

Alfa Laval assesses your needs and then manufactures, owns and manages your spare parts inventory for a fixed monthly fee. So you don't have to pay for your spare parts before you actually need them. This significantly reduces the costs associated with spare parts inventory management.

## **Step 1: Needs assessment**

Alfa Laval works with you to determine your unique requirements for spare parts based on industry, current operations, installed base of equipment and service history. From the highest value parts to fast-moving wear parts, we determine exactly what you need and advise you on the best way to optimize your spare parts inventory.

## **Step 2: Reserve spares**

The inventory we maintain on your behalf therefore matches your unique inventory requirements. Your exclusive spare parts supply is securely stored at an Alfa Laval distribution center and owned by Alfa Laval until you need it. You use it at your discretion.

## **Step 3: Pay as you use**

You only pay for your spare parts when your stock is issued. Until then, you pay a monthly fee, which you set yourself to suit your particular business requirements. This ensures your spare parts are manufactured and reserved for your use for a three- to five-year period.

Whenever you need the parts, you buy them at the agreed price. Exclusive Stock eliminates expensive warehousing, labour and administration costs, thus assuring maximum uptime and big savings.

Alfa Laval provides you with strategic service management to ensure the right spare part is always at the right place at the right time.





The ultimate stress reliever: Your Alfa Laval Exclusive Stock spare parts are always available and ready to ship – and to deliver significant savings.

# Asset management 101: Spare parts savings stack up

At Alfa Laval, we understand that every second of downtime represents potential losses in productivity and profitability. As a safeguard against the high cost of downtime, we guarantee the availability of critical spare parts. We also guarantee same- or next-day shipping, depending on the time of day of order receipt. So you are assured that the right spare parts are at the right place and the right time.

## **Improved asset control**

Exclusive Stock enables you to avoid unnecessary inventory buildup and eliminate large capital expenditures for spare parts. By minimizing carrying costs, you have better control over profitability.

## **Guaranteed turnaround times**

With Exclusive Stock, high-value products, such as separator bowls and plate packs in exotic materials, can be at your facility much more quickly since they have already been manufactured according to your specifications.

In other words, Exclusive Stock drastically cuts lead times. You receive your critical spare parts within a few days or weeks, depending upon transport and customs clearance.

## **Be one of the privileged few**

As an Alfa Laval Exclusive Stock customer, you are entitled to professional consultation and advice for inventory optimization, high spare parts availability, affordable provisioning costs and same-day shipping, whenever possible. This maximizes uptime, improves profitability and gives you greater peace of mind.

## **Exclusive Stock in brief**

- More uptime
- Reduced investment
- Better inventory cost control
- Maintenance that's easier to plan
- High availability of 100% original parts
- Increased plant reliability



**First-class service for your plate heat exchangers: Critical plate packs are manufactured and reserved for your use.**

## **Alfa Laval in brief**

Alfa Laval is a leading global provider of specialized products and engineered solutions.

Our equipment, systems and services are dedicated to helping customers to optimize the performance of their processes. Time and time again.

We help our customers to heat, cool, separate and transport products such as oil, water, chemicals, beverages, foodstuffs, starch and pharmaceuticals.

Our worldwide organization works closely with customers in almost 100 countries to help them stay ahead.

## **How to contact Alfa Laval**

Up-to-date Alfa Laval contact details for all countries are always available on our website at [www.alfalaval.com](http://www.alfalaval.com)