



The Smart Choice: Seven Reasons to Invest in OEM Spare Parts

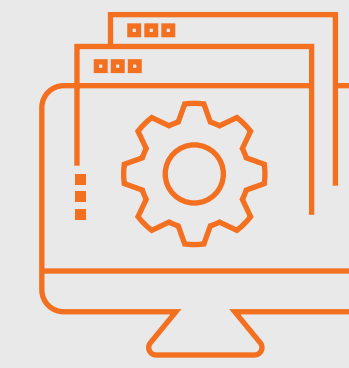
▷ A well-stocked inventory of original equipment manufacturer (OEM)-engineered replacement parts can keep material handling systems **running longer at lower cost** and with better efficiency compared to cheaper generic or “knockoff” parts.



1 Lower Total Cost of Ownership

The benefit: Using OEM parts avoids the potential unplanned downtime and costs that a non-OEM part can have on the entire material handling system.

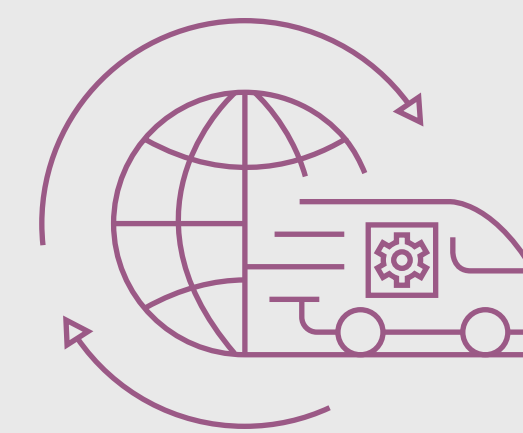
An OEM part will install as intended, perform true to its specified function, and provide more predictable operation over time for a lower total cost of ownership (TCO). Although generic parts can cost less upfront, they are not designed to perform to specifications.



3 Keep up With Revisions and Enhancements

The benefit: Being able to replace a part to take advantage of design enhancements or replace an obsolete part before it fails is a good preventive maintenance strategy.

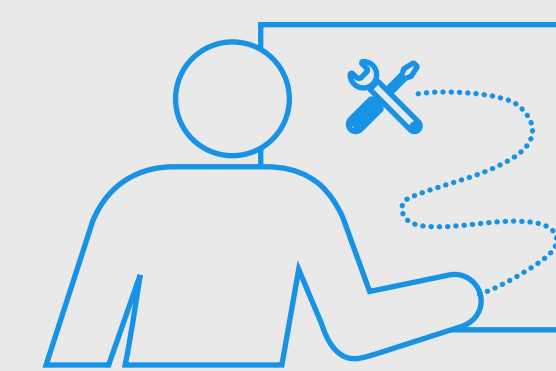
Revisions of parts, control systems and software occur often. You simply cannot rely on a non-OEM supplier to provide you with the latest version of a part or notify you when a part is obsolete and no longer available.



5 Get the Right Part When You Need It

The benefit: Proper asset management with a customized inventory plan ensures that your parts will be easy to find, order, receive and install with minimum downtime.

OEMs reconcile your recommended spare parts list with your inventory, provide lead time for just-in-time (JIT) parts manufacturing, and employ trained technicians to install the parts.



7 Avoid Unplanned Costs With OEM Experts

The benefit: You can tightly control maintenance and labor costs by continuing your relationship with the parts OEM.

Emergencies are expensive. Most OEMs have technical support available 24/7 to guide you to the best solution possible and ensure you never take on a problem alone.

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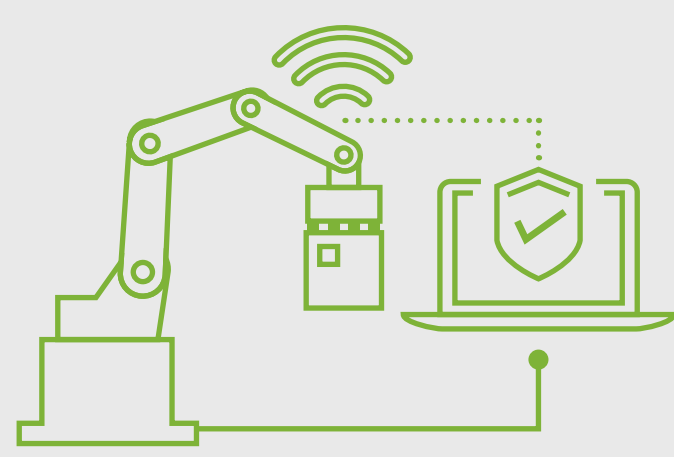


2 Match Equipment Specifications Exactly

The benefit: You'll realize a longer lifespan and reliable equipment performance, with predictable mean time between failure (MTBF) and repair/replacement cycles.

Don't be fooled by claims like “meets OEM standards”. Go for a genuine OEM part that has been manufactured with exact specifications for form, fit, and the actual application and use cycles for which they were intended.

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4 Comply With System and Parts Warranties

The benefit: OEM parts have comprehensive warranties for the part and a knowledgeable staff who aids in the warranty processes — and will ensure you stay in compliance with warranty conditions.

Most generic parts have limited warranties (or none at all). Warranty compliance often requires the use of OEM replacement parts to prevent damage to ancillary parts and systems. If you use non-OEM parts, you may be voiding the system manufacturer's warranty.

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6 Enhance Safety and Risk Management

The benefit: Increase the overall safety of your facility and contribute to positive risk management for workers by only stocking and using reliable OEM-warrantied parts.

Faulty generic parts can damage material handling equipment (MHE) and increase safety risks for operators. Poorly performing electrical parts can lead to control failure, open circuits, fire hazards and other dangerous operating conditions. OEM parts can prevent accidents before they happen.

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Making the Smart Spare Parts Investment

Maintenance managers and purchasing staff can choose either OEM spare parts or generic alternatives marketed as “meeting OEM standards”. Although they present attractive potential cost savings, generic parts may not meet OEM specifications. As a result, they could disrupt reliable equipment and system performance, cause unplanned downtime, and jeopardize warranty compliance.

Investing in mission-critical parts inventory from OEMs — combined with a proactive maintenance program — means you can enhance uptime reliability, lifecycle management, risk avoidance and safety.

For More Information

To speak to a Honeywell Intelligrated OEM support engineer, call 877.315.3400. You also can email us at info@intelligrated.com or visit sps.honeywell.com.