

## We Listened!

We've received feedback from our customers and distributors who said they wanted to feel more connected to Aerzen USA.



We listened! In response, we're launching this newsletter, *Aerzen Progressions*, to keep you posted on what's new, what's not new (that you should know about) and to bring you

helpful information about our many excellent products and services.

If there's something you'd like to read about, please contact us at [aerzen@aerzenusa.com](mailto:aerzen@aerzenusa.com).

We truly value your comments and suggestions!



# AERZEN PROGRESSIONS

Buying new equipment or upgrades is expensive and challenging. Who offers the best price, the best service,

## The Big Picture

the best warranty? When making a major capital investment, the goal is to find the best and most economical solution for your company by looking at the big picture.

A **lifecycle cost analysis** can help you narrow the field when making a purchase decision. Look at the total costs incurred during the useful life of a piece of equipment and include the following cost estimates:

- Engineering
- Evaluation, selection and procurement

- Initial equipment costs
- Inspections
- Transportation
- Installation
- Start-up, training
- Energy consumption
- Utilities usage
- Operating costs
- Maintenance
- Repairs
- Downtime & production loss
- Environmental costs
- Decommissioning, removal, disposal

Obviously, the accuracy of your estimates is key. Consider using existing plant data or data from your industry. Be wary of using only vendor-generated data—it may not take into consideration many of the above-listed factors.

Savvy purchasers also use the lifecycle cost analysis

as a valuable learning tool. Compare actual costs with your initial estimates and ask yourself how you can be more accurate in the future. Share the information with your vendors and contractors. Just remember that the root cause of downtime may not necessarily be related to the equipment.

For help calculating the lifecycle costs of pumps, visit The U.S. Department of Energy's Office of Industrial Technologies website: [www.eere.energy.gov/industry](http://www.eere.energy.gov/industry)

For useful information about positive displacement

blowers in industrial applications, visit our website: [www.aerzenusa.com/zen](http://www.aerzenusa.com/zen)



*Aerzen quality,  
Aerzen reliability =  
lowest lifecycle costs.*

**E**ngineered for performance, manufactured with precision, and optimally integrated, Aerzen machines symbolize quality. We're also proud to provide the prompt quality service you expect and deserve.

### Technical Support

All of Aerzen's personnel have considerable field experience handling your technical and product support needs. We respond immediately and come up with solutions as

## Aerzen At Your Service

quickly as possible. With our direct dial phone system, you have a direct connection to the right person—no waiting for menu options.

### Repairs

Aerzen has fully-staffed partner repair companies in Texas and California with state-of-the-art cleaning stations, special factory tooling and experienced personnel. We stock quality, genuine Aerzen spare parts and

replacement machines that can be shipped overnight anywhere in the U.S. Local field service support also is available from a number of our distributors throughout the country. Do you know we also repair competitors' equipment?

### Service Contracts

Aerzen provides dedicated personnel for quoting and evaluating your maintenance plan needs. Everything from inspection only, to turnkey worry-free service is available.

A plan can be tailored to meet your exact needs.

Remember, Aerzen can provide door-to-door service for parts, equipment and emergency needs—365 days a year.

Service Hotline: 1-800-444-1692

*Quality, genuine Aerzen parts can be shipped anywhere in the U.S. overnight.*



## KEEPING YOU ONE STEP AHEAD.

**B**y continually providing high quality and reliable products, Aerzen USA is steadily growing. Recently the company has secured an additional 8,900 sq ft of shop and office space to handle the demand. The shop features a work cell that applies lean manufacturing

*Aerzen USA Headquarters recently expanded by 8,900 square feet.*

principles for repairing and refurbishing equipment. This includes an area to stock refurbished machines for Aerzen's machine exchange program. There is also office space that will handle after-sales functions, including order intake for parts,

## Watch Us Grow

scheduling of service trips and technical support.

We have also brought on board a new Director of Sales, Norbert Friedrichs, to

help guide and maintain our growth. While growth has its challenges, Aerzen USA stands ready to service your needs and continually supply the highest in quality equipment, parts and service. Call us today at 800-444-1692.



### Aerzen USA

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