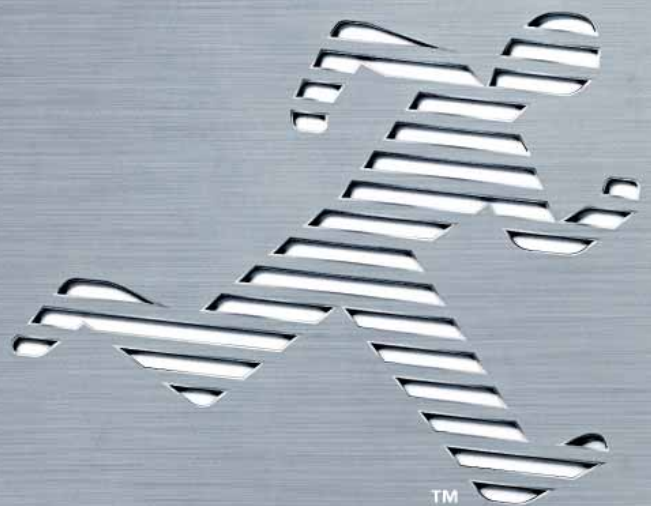




KEEP YOUR PLANT RUNNING LONGER

With original parts, components
and support from GEA Niro



For the life of your plant

Insist on original GEA Niro parts and components

Guaranteed for compatibility, reliability,
optimal operation and long life

Good companies are serious about sales but great companies take service just as seriously. At GEA Niro we've developed a service program that is second to none, with the goal of keeping your plant running like new, long into the future. In fact, regular service and the scheduled replacement of worn parts have kept many of our customers' plants performing optimally for more than half a century.

GEA Niro's service program is continuously being developed in line with today's needs. It includes convenient local stocking of original GEA Niro parts and components, preventive maintenance programs, local workshops for quick and competent repairs, economical purchasing schemes, and global support in the form of technical assistance and process engineering.

For more information about our services or the GEA Niro location nearest you, click Customer Support at www.niro.com/aftersales.



ORIGINAL COMPONENTS

Guarantee your plant's health



To keep your drying facility performing as specified, it's vital to replace worn parts and components with *original* GEA Niro equipment. In fact, we can only guarantee your plant's continued good health if you use original GEA Niro equipment purchased from our authorized representatives.

There are good reasons why. Drying plants are complex facilities with numerous systems and components that, if not properly designed, can impair performance and safety. Moreover, many of those components are precision devices that are the product of long research and development and proprietary manufacturing technologies. While other suppliers' products may appear the same, our experience and expertise make our products unique.

GEA Niro spares are perfectly compatible with the parts they replace. The materials are identical or better, the tolerances just as fine. As a result, they guarantee optimal performance and long operational life. If anything, a replacement part may actually enhance performance as a result of new technologies.



SERVICE PROGRAMS

Regular checkups by specialists

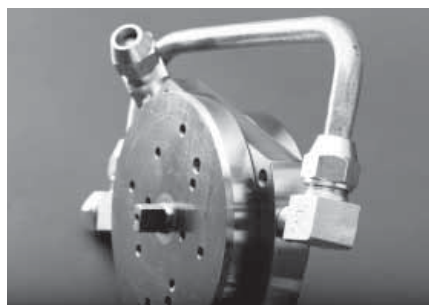


Just-in-time distribution of a global brand means production facilities must run without problems and that plant maintenance must be performed right on schedule.

The most effective way to maintain a GEA Niro plant and ensure uptime is with a GEA Niro preventive maintenance agreement. Professional service by people with a detailed knowledge of your plant protects not only your facility but the products manufactured there and customers who depend on you.

Service agreements can be tailored to your needs and budget—extended to cover your entire plant or limited to key components. Repairs and trouble-shooting can be carried out on site or at GEA Niro workshops specially equipped with advanced testing and simulation systems.

GEA Niro service programs also save you the time and expense of coordinating multiple suppliers. We're a one-stop source for service on all your plant's key components and parts.



PURCHASE OPTIONS

Try and buy



To help you adapt to new circumstances and take advantage of technologies that come along after your plant is installed, GEA Niro offers a convenient try and buy purchase option.

Suppose that in an effort to improve product performance you decide to change the composition of your feed. The idea looks good on paper and could give your product a competitive edge. But will it work out in practice? Many producers experiment on their own, only to find the change causes problems elsewhere in their process.

There's a better way. GEA Niro will help you achieve what you're looking for more efficiently, modifying your process and ironing out problems in advance. It's a win-win situation. You're able to experiment with new ideas under real-world conditions and are only obligated to buy the equipment if the concept works out.



SAVINGS & RETROFITS

Extending plant life



GEA Niro also can help you reduce recurring costs and take advantage of new technologies throughout your plant's working life.

GEA Niro reconditioned components are an effective way to cut costs without sacrificing quality. They are purchased from other GEA Niro customers, meaning we're already familiar with their manufacturing history and maintenance record. Just as with new equipment, our reconditioned components are customized to your specifications, thoroughly tested and fully guaranteed.

Our component exchange program reduces the cost of replacing frequently used components. With thousands of customers worldwide, GEA Niro has a unique pool of components that have seen prior service but have been completely overhauled. These are tested, guaranteed like new and available at a discount in exchange for worn components.

Our equipment retrofit program helps you take advantage of innovations throughout your drying plant's life. New components capable of enhancing performance or saving energy can often be retrofitted to an existing facility, helping you comply with new regulations or respond to new demands.



PROCESS ENGINEERING

Investment optimization



Meeting new demands or complying with stricter regulations may call for more than replacing a key part or component. Boosting production capacity or reducing energy consumption, for example, often involves the introduction of new processes as well as new equipment.

Where process engineering is required you can count on GEA Niro all the way. We provide a turnkey solution, from problem analysis to installation, commissioning and performance verification.

Thoroughness is the hallmark of our approach. Especially careful consideration is given to the impact of specified changes on other processes in order to guarantee smooth and trouble-free operation of your plant as a whole.

GEA Niro has extensive experience in process and plant optimization, heat recovery, capacity expansion, safety evaluation and other upgrades designed to improve plant efficiency and performance.



GLOBAL SUPPORT

Closer than ever



GEA Niro's goal is to keep your plant running, and our network reflects it. Everything from spares to workshops has been moved further into the field in an effort to increase delivery speed and improve customer service.

Stores of frequently needed parts and components are held locally to reduce time from order to fulfillment. Workshops in strategic locations worldwide provide fast solutions to technical problems, thereby minimizing plant downtime.

A world-class training program ensures that GEA Niro engineers and technicians who service your facility are top professionals. They're not only knowledgeable about your drying facility but also a valuable source of ideas on useful new products and production technologies.

Additional support and trouble-shooting services are provided by GEA Niro core technology centers, which are staffed by some of the world's leading experts in drying technology.





Prompt and professional

For the life of your plant

GEA Niro supplies processing equipment and plants to the dairy, food, coffee, chemical and pharmaceutical industries. Core technologies include spray drying, spray cooling, flash drying, freeze drying, granulation and fluid bed processing. The GEA Niro companies are part of the Process Engineering Division of the GEA Group.



After Sales Service

GEA Niro

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