

Cost of Ownership



INSTALLATION COST



MAINTENANCE



PRODUCT LIFE CYCLE



REPLACEMENT
PARTS & SERVICE

WHAT IS THE REAL COST OF OWNERSHIP?

WHEN YOU ARE BUYING A VALVE, YOU MUST TAKE INTO ACCOUNT ALL COST FACTORS BEYOND THE INITIAL PRICE, HERE ARE A FEW EXAMPLES:

- › **How much it will cost to install?** If your valve is welded in, you will incur the expense of a crane, welders, riggers, and don't forget downtime.
- › **After installation. Does your supplier have the technicians and parts to maintain your valve?** If not, the value of your valve could drop due to poor performance, and the profitability of your operation can suffer from downtime.
- › **How long will that new valve last?** Consider that CIRCOR valves are known for their long life and optimal performance in the harshest and most challenging environments.
- › **Have you considered that you may not even need a new valve?** You could possibly save money by just changing out the trim components on your current valve. CIRCOR will help you look at that possibility and if it makes sense we have the comprehensive parts and service capabilities to repair existing valves - saving you time and money.

THE CIRCOR DIFFERENCE

CIRCOR's process is different because we take into consideration all the possible costs required to optimize your cost of ownership and keep your valve functioning optimally for decades, not just the initial cost. To accomplish this goal, we will work with you to gather the information and data to ensure you are taking into account all the possible aspects of a valve's cost. One of the ways we do this is by encouraging you to make sure all key people in your organization are part of the buying decision. Each individual in an organization, including purchasing, maintenance, plant managers, engineers, and a CEO may have different expectations, requirements and insights about a valve's cost and performance that can affect the real cost of ownership.

CIRCOR MEANS OPTIONS

We help you make an informed decision and provide programs and services to add value to your valve and increase the ROI by giving you options for how to fulfill your valve requirements:

1. **Repair** – maybe just changing out the trim or doing a repair is all you need.
2. **Rotable Program** – reconditioning old trim will save you money on future maintenance.
3. **New Valve** – Sometimes buying a new valve is the best option, but make sure you consider everything before buying.

THE CIRCOR ADVANTAGE

- › Industry leading warranties.
- › Valves known for their durability and performance.
- › Certified Aftermarket Technicians & CIRCOR Strategic Service Partners. We back up our work. Your complete satisfaction is our goal.

WE ALSO PROVIDE A COMPLETE PORTFOLIO OF SERVICES INCLUDING:

OEM Parts/Kits Program – Order the OEM parts you need easily while decreasing liability, repair costs, and downtime and increasing the life of your valves. Instead of just purchasing a single part for a valve, you will buy groupings of parts from the four principle areas of a valve's construction. By replacing all the parts in a single group you are protecting your company from potential liability due to possible mishaps from a malfunctioning valve.

Rotable Program – a trained CIRCOR technician will inspect your valve's trim and replace the old trim with brand new factory trim, extending the life of the unit. We send the old trim back to the factory for evaluation and possible reconditioning. Once the trim is reconditioned we return it to you to store for future use on the valve. You avoid delays and costly valve cutout and reinstall charges. You benefit from OEM manufactured parts (100%) and OEM soft goods to return the valve function to "Class A" operation.

Remember, CIRCOR's process is different than other companies. When considering your needs, we take all your costs into consideration. Our goal is help you make an informed decision, and optimize your ROI.



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