

BMA America to offer service contracts

BMA America has extended its service portfolio by offering its customers service contracts, similar to the contract its sister company, BMA MENA signed with its largest customer, COSUMAR, at the start of the year 2011.

Machines that have not been professionally serviced for some time can cause significant maintenance problems, which can even lead to a drop in production. Service contracts provide the following benefits:

- Service technicians on-site at the factory for a specified amount of time, to perform regimented service and necessary repairs.
- A comprehensive inventory strategy, encompassing both critical spare parts and strategic spare parts.
- Remote monitoring by BMA America of all installed BMA centrifugals, with discrepancies between established norms and actual production data to be communicated immediately to management for analysis and correction.

Service contracts are tailored to suit the specific needs of each individual customer. Annual contracts offer a number of advantages: improved availability of service technicians and spare parts, since it is easier to plan assignments; reduced spare parts inventory in the factory itself; and higher productivity. Yet the idea of providing repetitive services is not new: BMA offers annual inspection of extraction towers, for example. In the future BMA America will be able to better meet the service needs of its customers in the Americas, no matter how complex these needs may be.

Don Thomas



*Centrifugal
inspection*