

PAUL WURTH SERVICING**THE PAUL WURTH EXCHANGE PROGRAMME****Exchange Programme overview**

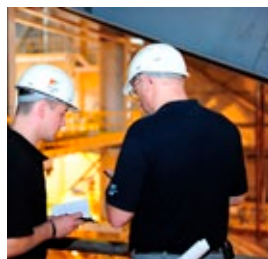
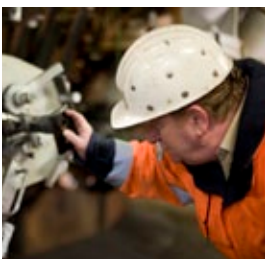
In the late 1990's, Paul Wurth launched the gearbox **Exchange Programme** to serve customers who are striving for extending the availability of their plant units in a cost efficient way. In the frame of this programme, reconditioned equipment can be delivered quickly or just-in-time, thus providing for increased operational safety.

How the programme works

Customers participating in the **Paul Wurth Exchange Programme** have the advantage of receiving delivery of a reconditioned gearbox prior to returning their own worn gearbox to Paul Wurth for reconditioning. This exchange programme can be a part of the customer's spare parts inventory strategy enabling maximum flexibility for maintenance scheduling or to ensure highest equipment availability during emergency situations. This solution guarantees that the customer will never encounter an out-of-stock situation.

The refurbishment will start with the cleaning and dismantling of our used equipment. All standard parts and bearings will be replaced. All other parts have to pass successfully several checks before entering in the exchange program. The refurbished equipment will pass the same testing procedure and functional tests we perform with new components.

From a practical point of view, one consequence of long campaign times for equipment is that when refurbishment is required, for some equipment there will have been advances in design, technological features and reliability. When Paul Wurth delivers the latest equipment this can provide additional confidence in the increased lifetime of the equipment and introduce potential for productivity enhancements.





THE PAUL WURTH EXCHANGE PROGRAMME

For the products in the frame of the exchange programme, Paul Wurth grants the same warranties as for new products.

Your benefits

Advantages of the Exchange Programme provided by Paul Wurth:

- Comprehensive offering: Refurbishment costs as well as the scope of supplies will be clearly defined in the offer status. Clear cost transparency.
- A spare unit remains available for emergency cases. The operator has to return his used equipment only after delivery of the refurbished unit to his works.
- Our customers receive the same warranties we grant for new equipment.
- Financial advantages: Customers can reduce or eliminate capital expenditure for extra spare units.
- Experience: The programme is based on more than 30 years of experience in the refurbishment of our equipment.

Summary

The Paul Wurth Exchange Programme provides operators with a cost-effective and efficient alternative to purchasing and retaining new equipment in-stock.

