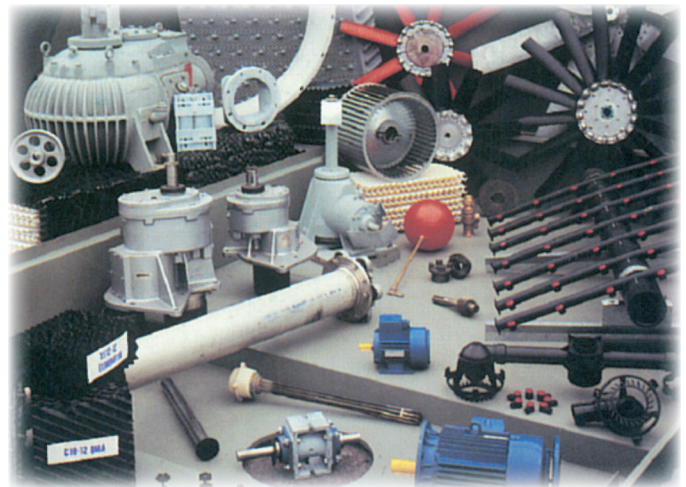


## Overview

SPX Cooling Technologies has the parts availability, service and performance quality to maintain cooling towers of any design or manufacturer.

## Primary Benefits

- Excellent availability of parts with over half of the stocked parts (SKUs) available for same-day shipment
- Extensive rep network for one-stop, quick turnaround of Marley, Ceramic and Recold parts orders
- Quality Marley parts you can trust with less than nine times the warranty claim rate than the industry standard



## GENUINE MARLEY PARTS

## Benefit Detail

### Excellent Availability:

- Over 2,000 SKU inventory in a dedicated distribution center
- Most HVAC parts ship same day
- Quick shipments save customer downtime costs

	2009	2008
SKUs Stocked	2,164	1,484
Inventory Value	\$6.2 million	\$4.8 million
Same Day Shipping	51%	36%

### Extensive Sales Rep Network:

- Extensive knowledgeable Marley Rep network to handle needs and provide direct parts match
- OEM of Marley, Ceramic and Recold parts
- Quick turnaround on quotes
- One stop shopping – save on administrative costs with a single purchase order to SPX Cooling Technologies to cover all cooling tower parts needs

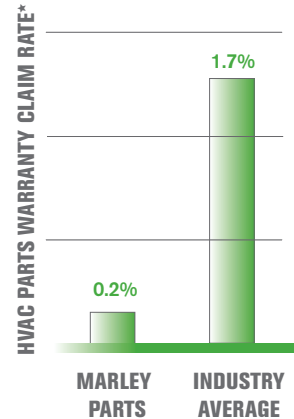
<i>Marley Sales Rep Offices</i>	
North America	Count
West	15
Midwest	7
Central	18
Gulf Coast	12
Northeast	7
Mid-Atlantic	10
Southeast	18
Latin America	19
<b>total</b>	<b>106</b>

# Parts Service *INSIGHT*

## Benefit Detail

### Marley Quality and Performance:

- Less than half the industry claim rate on warranty
- Significant failures typically occur between 12-15 years resulting in lower life cycle costs
- Using OEM parts ensures that certifications like FM approval are maintained
- Modernized components available to improve efficiency or installation time



\* source: Warranty Week from SEC data

## Features

- Rigorous life cycle testing at dedicated research facilities
- Audit process in place to ensure accurate shipments
- Detailed packing and crating measures taken to safeguard components during shipment
- Full one-year warranty on all components
- Full Parts Portfolio including:
  - Mechanicals: gearboxes, fans, driveshafts, couplings, motors, belt drive systems
  - Fill: splash fill and film fill for counterflow and crossflow applications
  - Distribution System: piping, nozzles, valves
  - Structural: casing panels, basins, fan cylinders
  - Controls: VFDs, basin heaters, vibration switches, oil level switches
  - Misc. Components: louvers, eliminators

## Options

- Red Tag parts order expediting available
- Consolidation of multiple orders into one shipment
- Direct vendor shipments
- Custom engineering solutions and/or tower upgrades available

## Application Range

- All Marley, Ceramic, Recold and legacy product lines
- Other manufacturer cooling tower retrofits also available

**SPX**<sup>®</sup>

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Contact your Marley Sales Representative at [spxcooling.com/en/sales/](http://spxcooling.com/en/sales/)

In the interest of technological progress, all products are subject to design and/or material change without notice.  
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