

# **“Game-changing” New Service Aims to Protect businesses from Obsolete Kit Downtime**

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BLACKBURN, UK

PHOTOS:





### **“Game-changing” New Service Aims to Protect businesses from Obsolete Kit Downtime**

Northern Industrial has launched a new service aimed at safeguarding manufacturing businesses from downtime during obsolete equipment breakdowns.

SparesVault™ offers guaranteed access to a bespoke automation spare parts inventory with the intention of balancing the cost of holding obsolete and end-of-life spares against the threat of machine downtime.

The subscription-based service starts with a comprehensive review of system-critical assets to create a detailed obsolescence report with recommendations for automation parts to be included in the bespoke SparesVault™ inventory.

The agreed SparesVault™ inventory is then sourced by Northern Industrial, with all parts serviced, tested and checked before being held in a secure bonded warehouse facility. Back-ups of relevant parameters and programs are also securely stored on cloud-based servers.

Parts considered most likely to be needed are provided for storage at the customer's site for immediate access in the case of a breakdown.

Any further parts required, covered by the SparesVault™ inventory, are delivered to the customer's site within a contractual response time. Inventory levels are reviewed at least annually with adjustments proposed where necessary.

Northern Industrial Area Sales Manager JohnJoe McGonagle said: "According to [research](#) it's estimated that downtime costs UK manufacturers £180 billion per year. Downtime costs are detrimental to all manufacturing businesses, with prolonged downtime becoming more likely when running obsolete equipment.

"With downtime costs running into the billions for manufacturers annually, having a robust plan in place not only protects a business, but can increase growth.

"SparesVault™ bridges the gap all manufacturing facilities face when an OEM no longer supports a part but the plant is not yet ready to upgrade. We designed it to provide an extra layer of protection for manufacturers who simply cannot afford the disruption and risks associated with unplanned downtime, with a customised automation spares kit specific to their needs, available whenever and wherever needed, and provided on a cash-flow friendly subscription basis.

"We believe this is a game-changing service for manufactures globally – so it's very much in line with our mission 'to save the world from downtime... one part at a time!'"

Blackburn-based Northern Industrial is a multi-award-winning provider of new, reconditioned and obsolete parts and repair services, exporting to 146 countries. Sourcing from over 1,350 manufacturers, the company covers over 200,000 part numbers and holds approximately £10m in stock.

For more information go to <https://nicontrols.com/uk/> or call 0800 234 3747.

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#### **Information for Editors**

For further editorial info, contact [greg.wilson@weare-limitless.com](mailto:greg.wilson@weare-limitless.com) or call 0845 625 0820.

## **Northern Industrial**

Established 1978, Northern Industrial is a family owned and run business. Providing new, reconditioned and obsolete parts and repair services to customers in 146 countries worldwide, the multi-award-winning company currently sources from over 1,350 manufacturers, covers over 200,000 part numbers, and holds approximately £10m in stock.

With a company mission, “to save the world from downtime, one part at a time...” to find out more go to <https://nicontrols.com/uk/>.

## **Awards and certifications**

Northern Industrial is Certified ISO:9001 and approved by ISOQAR.

Awards include:

### **Lancashire Telegraph Business Awards**

Export Award 2013

Finalist in Small Business of the Year Award 2013

### **Chamber of Commerce**

Export Award 2014 and highly commended 2015

### **Hive Blackburn & Darwen Business Awards**

2015 Finalist & 2016 winner in the International Achievement Award

### **Young Uns Awards**

Young Un in International Trade 2015 awarded to Managing Director David Lenehan

Finalists in International Achievement and Engineering Businesses

### **E3 North West Business Awards**

Winner of the International business of the year award 2016

### **Red Rose Awards**

Winner of best Ecommerce Business 2019

Online Sales Award 2020

Export Award 2020