

## “Cost of Ownership” – Just a New Buzzphrase?

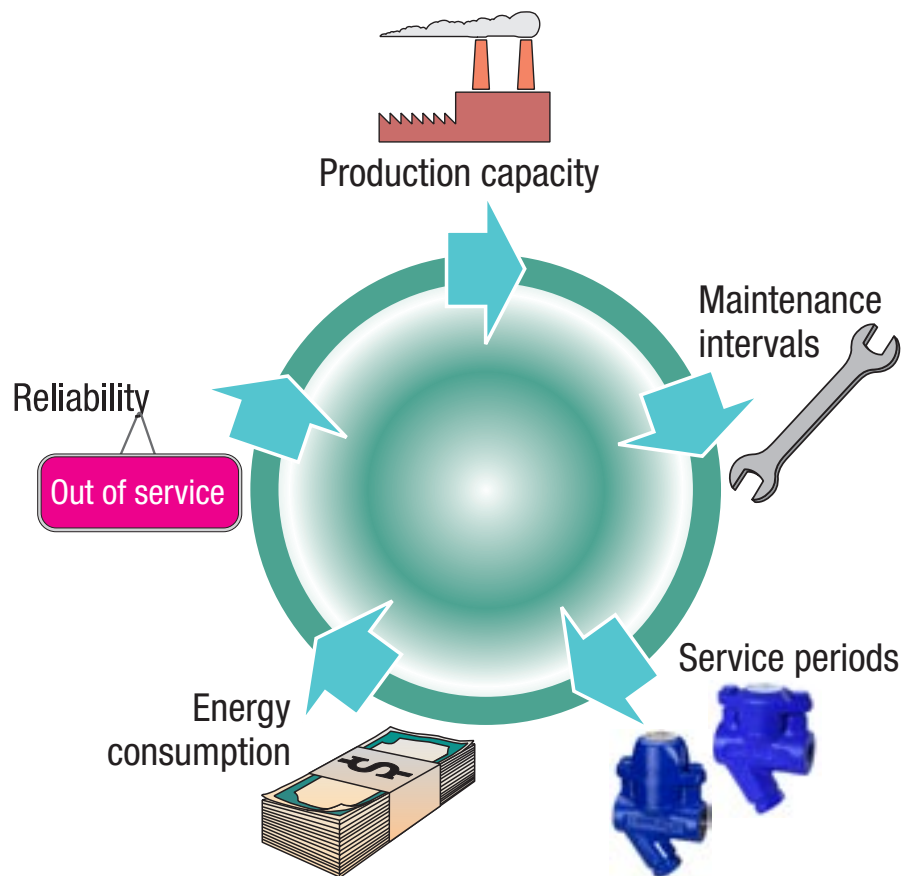
Achieving a sensible balance between reducing the capital expenditure and optimizing the later operating costs for an installation is often a recurring problem for plant operators and engineering offices. In many cases, the decision falls in favour of low-cost valves, to keep the project costs low for the operator. The attractive price tag turns out to be a very short-lived benefit, however, because the need to have own servicing personnel replace faulty valves more often drives up the operating costs later.

In a single calculation, the “cost of ownership” model compiles all the expenses incurred during the life cycle. All the costs for repairs, conversions and valve replacements are considered.

It becomes clear that the initial price advantage in using “cheap” valves and components when building the plant is quickly lost through the increased maintenance work and premature exchange of valves.

Plan for the long term – choose the quality products made by FLOWSERVE GESTRA.

Reduce your “cost of ownership”!




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### GESTRA - the steam experts

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Interested? Ask our Mr. Heiner Twachtmann, GESTRAAkademy  
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GESTRA is a global leader in the design and production of valves and control systems for heat and process fluid control. Being a member of the Flowserve Corporation, we are capable of offering our customers complete and intelligent solutions engineered to function with maximum reliability. Our products and services have many practical applications and are employed where

- steam is generated, distributed or used
- fluids flow
- energy saving is possible
- environmental protection and safety-oriented control systems are needed.

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