

Application brief

Eclipse Product:	Annual Service Contract for Honda Motors UK.
Submitted by:	David Powell
Application:	Automotive Paint Plant
Description:	ASH's - Haden/Koch/TKS - AH,AHMA,RLT Ovens - Flakt/TKS/AIS/Haden - AH,RM,RHT Oxidizers - AIS/Flakt/Haden/Megtec - IC,TJ,FF Total number of burners - 55

Phase I : 2 years service included in main OEM contract. Some of this was subcontracted by the OEM. to Eclipse and our competitors.

Honda's service expectation:

A major reason why Eclipse is Honda's preferred supplier is best defined by the mission statement of **Eclipse Technical Field Services** :

*Eclipse Technical Field Services will provide the superior service for all Eclipse products and systems to ensure their maximum safety, availability and efficiency in the customers manufacturing process.
Eclipse Technical Field Service engineers will be located in all the major industrial countries to support Eclipse customers globally.*

Honda service requirements:

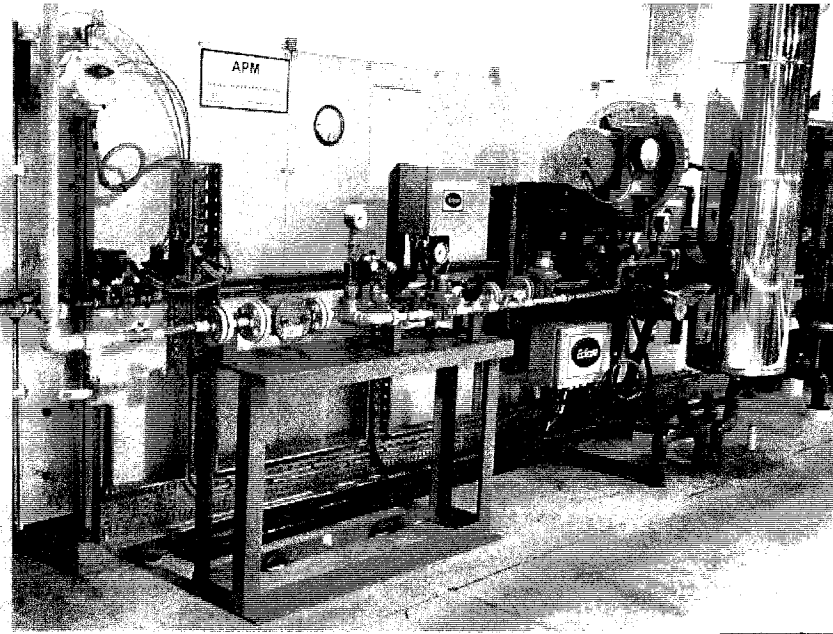
- No disruption to the manufacturing process.
- Site behavioral protocol.
- Servicing procedures.
- Health and safety statement.
- Risk assessment statement.
- Service schedule.
- Clear and accurate service records.
- Bonded spares.
- Maintenance personnel training.

Benefits to Honda:

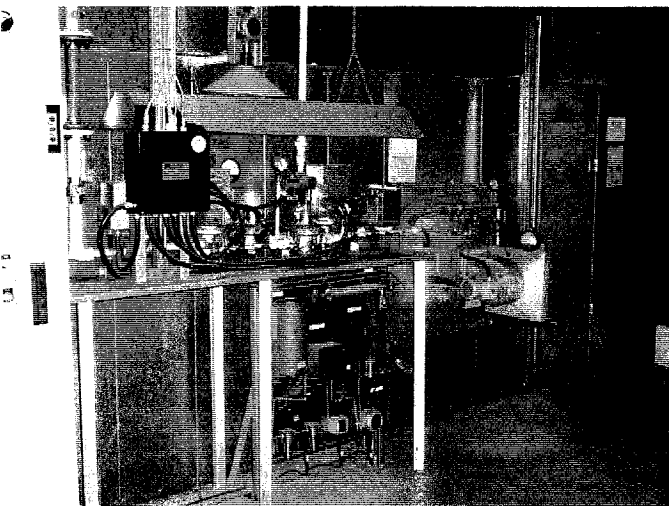
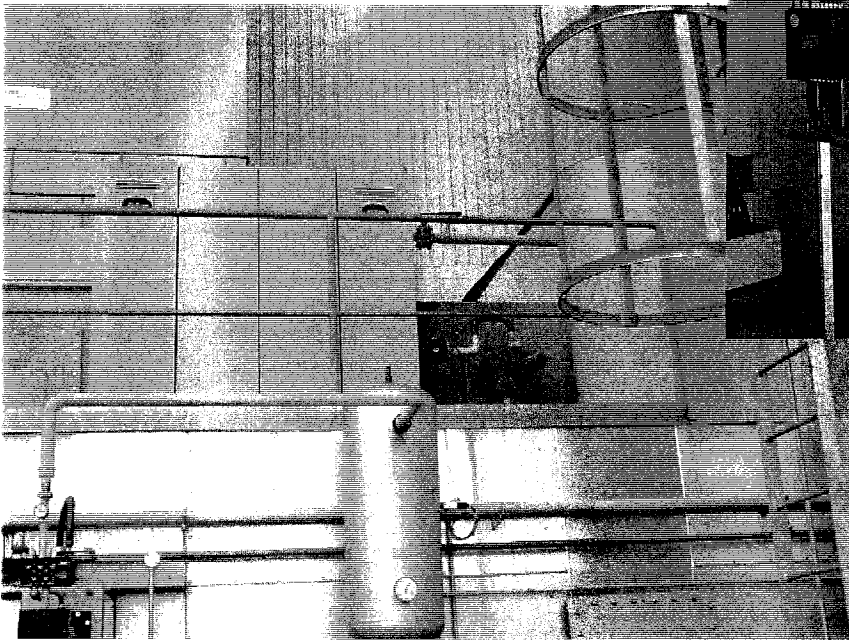
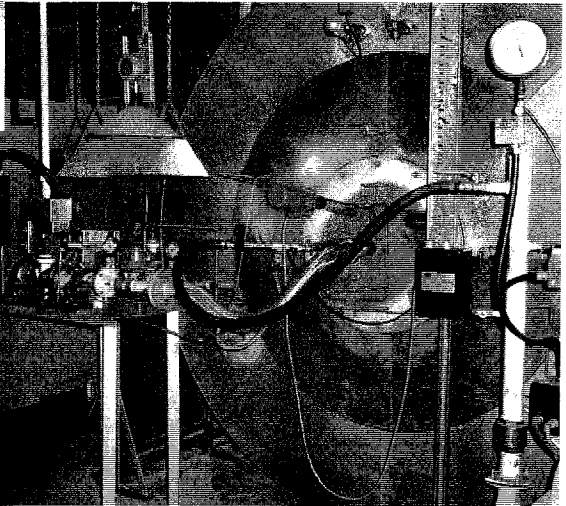
- 98%+ burner availability.
- Emergency call out 24hr/day with 6hr response.
- Critical spare parts available on site.
- Maintenance personnel trained to trouble shoot.
- Burners adjusted for optimal efficiency.
- Compliance with their QA systems.

Benefits to Eclipse:

- Satisfied customer.
- Preferred supplier for new plant.
- Regular, profitable revenue.
- Pride in a job well done.



Eclipse equipment installed in various locations at Honda Motors UK covered by the annual service contract. Equipment involved in the painting operations include ovens, oxidizers and ASH's. Eclipse equipment and systems include AirHeat burners, AHMA's Indirect Air Heaters, RatioMatic Burners, InciniCones, ThermJets and FlueFire burners complete with control panels and valve trains. All aspects of mechanical and electrical operation are covered by the contract.



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