

PRESS RELEASE

HOBART AND REPA CELEBRATE 1 YEAR OF PARTNERSHIP

More than 30,000 original HOBART spares now available in REPA webshops

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HOBART, the global leading provider of innovative warewash solutions and REPA, the leading European spare parts distributor celebrate one year of partnership. A success story that has ensured an enhanced customer satisfaction combining HOBART's competence in products and technology and REPA's proficiency in e-commerce technology, logistics management, speed of delivery and proximity to customers.

Through the first year of partnership, REPA has improved the opportunities to access HOBART original spare parts for service technicians, more than doubling the number of exploded drawings in the webshops (up to 2.000), increasing distribution (stock available in 4 warehouses) and stock size (over 30,000 items in assortment and 3,500 pieces always available).

The high-level customer experience is another great achievement of this cooperation so far, thanks to the constant growth of the number of people trained directly by HOBART, both in Sales and Customer Service. This assure to connect customers quickly with the right part, allowing equipment uptime.

Alexander Wiegand, CEO of REPA, explains: *"The first year together with HOBART has exceeded our expectations, so at REPA we decided to double down our commitment in order to make the job of the professional users easier and easier. Now customers can immediately receive the needed HOBART replacements thanks to a widened range of products in a larger number of warehouses, more accessible and updated information on REPA webshops and our very efficient and automated logistics."*

Silvio Koch, Vice President and General Manager of HOBART, adds: *"This partnership, based on a long-standing relationship between REPA and HOBART, has grown more and more, following the shared goal to further expand in terms of geographic coverage and product offerings. With REPA's strategic focus on 100% original parts, we can count on a reliable and trusted partner in the distribution of spare parts for equipment manufacturers. Thanks to their technology driven approach to logistic operations, it will be possible to serve customers in the most efficient way, cutting down complexity."*

REPA

REPA is the leading European spare parts distributor for foodservice equipment, coffee, vending machines and household appliances and is a trusted partner to equipment manufacturers. Since 2022 REPA is division of Parts Town Unlimited, the global leader in high-tech distribution of mission-critical equipment replacement parts, related products and services for the foodservice, residential appliance and HVAC industries.

REPA customers benefit from strong expertise in spare parts, with more than 40 years of experience in the market from REPA Deutschland, REPA Italia, REPA Iberia, REPA France, ATEL and Big Warehouse.

With the industry's largest inventory accessible through state-of-the-art webshops, high stock availability, highly innovative logistic centers that assure the fastest delivery of spare parts in the industry, REPA provides every customer with the right part, at the right time, everywhere.

HOBART

Based in Offenburg, Germany, HOBART leads the world market in commercial warewashing technology. HOBART serves customers such as hotels, restaurants and caterers, bakeries and butcheries as well as supermarkets, airlines, cruise ships, automotive suppliers, research centres and pharmaceutical companies across the world. HOBART develops, produces and sells warewashing and cleaning, cooking, food preparation and waste treatment appliances and systems. HOBART is a subsidiary of the US Illinois Tool Works (ITW) Group, which manufactures and sells a variety of products; the group has a staff of 45,000 employees with 83 divisions in 52 countries.

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