The European Inside — EU Parts for North American Plants

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North American bottling, dairy, pharma, battery and chip lines are built from European components. The brand map by equipment family, the three routes to the same part, the UL, thread, 3-A and customs traps, landed cost with the 2026 tariff facts, and how to buy the European inside at home-market prices.

The short version

The lines are European, so the parts are European. The bottling, dairy, brewing, pharma packaging, battery, automotive-body and semiconductor lines installed in North America over the last twenty years came largely from German, Italian, Swiss, French and Nordic machine builders, and they are built from German, Italian, Swiss and Nordic components: pneumatics, sensors, drives, gearmotors, hygienic valves, pumps, bearings, belts, chains, seals, filters, connectors and lubricants. We call this the European inside.

Those components have three routes into the plant. The machine builder's parts desk, the local distributor, and the component maker's home market. The home-market route is the one most North American plants have never priced.

The brand is European; the variant is North American. The part the machine builder installed carries the North American approvals, voltage and threads. Buy the part number on the builder's bill of materials, not the brand's European default. Section 4 lists the eight places where the two differ.

Landed cost is the only cost. Price, freight, duty, brokerage and the time the line waits. Section 5 gives the ten-line test that compares all three routes in one afternoon, and the customs facts that apply as of October 2026: the IEEPA tariffs are gone, de minimis is gone, Canada is duty-free for EU-origin industrial goods under CETA.

This is an account relationship, not an RFQ relationship. A standing list of the European consumables on each line, a weekly consolidated shipment, certificates per line, one vendor record, one invoice. Section 8 sets out how cballast runs it and what we do not do.

1. Where the European inside came from

A plant inherits its component brands from its line builders. North America's process and packaging lines are, to an unusual degree, European:

Beverage. Krones and KHS (Germany) and Sidel (France) build the filling, blowing, labelling and packing lines behind most of the world's bottled and canned beverages. Coca-Cola bottlers from Germany to India run their lines, as both makers' published references show, and the same builders supply the North American bottling system. Brewhouses come from Krones Steinecker, GEA and Ziemann Holvrieka (Germany).

Dairy and liquid food. Tetra Pak (Sweden and Switzerland), GEA (Germany), Alfa Laval (Sweden), SPX Flow's APV heritage (Denmark and the UK) and Fristam (Germany) built the separators, heat exchangers, homogenisers, valve clusters and aseptic fillers.

Grain, bakery and confectionery. Bühler (Switzerland), Haas, Theegarten-Pactec and Hosokawa Alpine (Germany).

Packaging. Multivac, Schubert, Syntegon, Uhlmann, Theegarten (Germany), IMA and Marchesini (Italy), Ishida's European operations, Krones' and KHS's end-of-line.

Pharma. Syntegon, Uhlmann, Groninger, Bausch+Ströbel, Optima (Germany), IMA and Marchesini (Italy), Sartorius (Germany) and GEA.

Automotive and battery. Dürr paint shops, Schuler presses, Grob, Trumpf and KUKA (Germany), Comau (Italy), and the IDRA Group (Italy) presses that cast the large underbody sections in Tesla's US plants. Battery cell lines carry Bühler mixing, Dürr and Trumpf process equipment and Siemens and Beckhoff control.

Semiconductors. ASML (Netherlands) lithography in the Arizona, Ohio and Texas fabs, with Zeiss optics, Trumpf lasers, VAT (Switzerland) vacuum valves and Pfeiffer and Leybold (Germany) vacuum pumps around them.

Energy and water. Vestas (Denmark) and Siemens Gamesa turbines across the US wind fleet; Grundfos (Denmark), KSB (Germany) and Sulzer (Switzerland) pumps in water and wastewater.

Each of these builders designs with a short list of preferred component makers, mostly from its own neighbourhood. The result is that a bottling plant in Georgia or a dairy in Wisconsin runs on Festo, ifm, SEW, Bürkert, GEA, SKF, Habasit, Freudenberg and Klüber whether or not anyone in the purchasing department has ever bought from those brands directly.

2. Three routes to the same part

| Route 1: the line builder's parts desk | Route 2: the local distributor | Route 3: the home market |

What you buy | The builder's own part number, with the component inside it | The brand's North American catalogue | The brand's full range, from the maker's or its authorised distributors' central stock |

Price logic | The component's price plus the builder's engineering, warranty and support margin | North American list price, less your discount | Home-market price, less your discount, plus freight and duty |

Stock | Often reordered from Europe when you order | The subset that sells in North America, usually inch, NPT and NEMA-oriented | The maker's deepest stock, because the home market is where the range sells |

Variant | Always right, by definition | Sometimes the North American variant, sometimes not stocked | Right if you give the part number; wrong if you give only the brand and a description |

Lead time | Builder's desk plus the maker's lead time | Days for stocked lines, weeks for the rest | Days to a week to the plant by air or courier, once the account and the broker are set up |

Documents | The builder's | The distributor's, in North American form | The maker's, including the EU declarations the

builder's own documentation relied on |
Best for | Parts made to the builder's drawing; anything under warranty; anything you cannot identify | Breakdowns on stocked lines; inch and NEMA items; the local relationship | The long tail of European-brand consumables and spares, bought on a standing list |

None of the three is wrong. The expensive mistake is running the whole plant on route 1 because nobody ever separated the builder's own parts from the standard components inside them. That separation is the two-kit rule: every machine builder's spares list contains parts made to the builder's drawing, which only the builder can supply, and standard catalogue components carrying the builder's number, which anyone can. The European inside is almost entirely the second kind.

3. The brand map: who is inside what

The table lists European and Nordic component makers by function, the kind of equipment they are typically found in, and what to watch when buying for North America. It is a map, not a catalogue; the part number on the machine's bill of materials is the only authority on what is actually fitted.

Function | European and Nordic makers (country) | Typically inside | North American note |

Pneumatic valves, cylinders, FRL units, fittings | Festo (DE), Aventics (DE), Norgren (UK), Camozzi, Metal Work, Univer, Pneumax, Aignep (IT), Legris (FR) | Fillers, labellers, packers, palletisers, pharma lines | Metric tube (6, 8, 10, 12 mm) and G threads on European-built lines; cylinders to ISO 15552 and ISO 6432; solenoid coils in the North American voltage variant |
Sensors and machine vision | ifm, Balluff, Pepperl+Fuchs, Turck, Sick, Leuze, Wenglor, di-soric (DE), Baumer, Contrinex (CH), Datalogic (IT) | Everywhere on the line | M8 and M12 connectors; most ranges carry cULus; state it on the line |
Connectors, terminals, cable, glands | Phoenix Contact, Weidmüller, Wago, Harting, Murrelektronik, Lapp, Helukabel, igus, Hummel, Pflitsch (DE), Roxtec (SE) | Control panels, cable tracks, machine wiring | UL-listed or UL-recognised variants under their own part numbers; metric gland threads on European panels |
Control, safety, HMI | Siemens, Beckhoff, Pilz, Schmersal, Euchner, Bernstein (DE), B&R (AT), Schneider Electric (FR), ABB (CH/SE) | Line control, safety circuits, drives | Panels built to UL 508A; replacement parts must keep the panel's listing (section 4) |
Drives, gearmotors, motors | SEW-Eurodrive, Lenze, Nord, Bauer, VEM (DE), Danfoss (DK), Bonfiglioli, Rossi (IT), Hoyer (DK), ABB | Conveyors, fillers, mixers, pumps | 460 V 60 Hz nameplates; many makers build the North American variant in North America under the same type code |
Hygienic valves, fittings, pumps | Alfa Laval (SE), GEA, Fristam, Kieselmann, SED, Südmo (DE), Bürkert, GEMÜ (DE), Keofitt (DK), Definox (FR), Inoxpa (ES), Bardiani (IT), Grundfos (DK), Netzsch, Seepex (DE) | Dairy, beverage, brewing, pharma process | DIN 11851, SMS, ISO 2852 clamp and Tri-Clamp connections coexist; 3-A and EHEDG are different marks (section 4) |
Process instrumentation | Endress+Hauser (CH), Krohne, Vega, Jumo, Wika (DE), Anderson-Negele (DE/US), Baumer (CH), Samson (DE) | Tanks, CIP, pasteurisers, utilities | Hazardous-area and electrical approvals differ (section 4); 4 to 20 mA and IO-Link are universal |
Bearings, couplings, belts, chains | SKF (SE), Schaeffler FAG and INA (DE), NKE (AT), KTR, R+W (DE), Optibelt, ContiTech (DE), Megadyne (IT), Habasit (CH), Ammeraal Beltech (NL), Forbo Siegling (DE), Regina, System Plast (IT), iwis (DE), Renold (UK), FlexLink (SE) | Every conveyor and drive on the line | Metric shafts and bores; belt and chain widths in millimetres; food-grade variants with their own suffixes |
Seals, gaskets, hoses | Freudenberg (DE), Trelleborg (SE), Klinger (AT), James Walker (UK), Hallite (UK), Continental, Alfagomma, Manuli (IT), Hydroscand (SE) | Pumps, valves, cylinders, CIP | Compound and food-contact declaration per line; EU 1935/2004 and FDA 21 CFR 177 are different documents |
Filtration and oil maintenance | C.C. Jensen (DK), Hydac, Mahle, Mann+Hummel, Hengst, Boll & Kirch, Eaton Begerow (DE), Argo-Hytos (CH), Sartorius (DE), Filtrox (CH), Bucher Unipektin (CH), Atlas Copco (SE), Kaeser, Boge, Beko (DE) | Hydraulic units, gearboxes, compressed air, beverage and pharma process filtration | Element dimensions are metric and brand-specific; CJC inserts, for example the B 27/27 cellulose insert at 3 µm absolute, fit CJC HDU housings and nothing else |
Lubricants | Klüber, Fuchs (DE), TotalEnergies Nevastane (FR), Castrol (UK) | Gearboxes, chains, bearings, fillers | NSF H1 registration per product; chemical import formalities in the US (section 6) |
Steam, heat, refrigeration | Spirax Sarco (UK), Gestra (DE), SWEP (SE), Kelvion, Funke, Güntner, Bitzer (DE), Danfoss (DK), Alfa Laval (SE) | Pasteurisers, CIP, cold rooms, utilities | ASME and PED are different stamps on pressure parts (section 4) |
Spray and air | Lechler (DE), PNR (IT), Nederman (SE), Munters (SE) | Rinsers, tunnel pasteurisers, dust extraction, dehumidification | Nozzle threads in G and NPT; state which |
Enclosures and cabinet climate | Rittal, Hensel, Spelsberg, Bopla (DE), Eldon (SE), Fibox, Ensto (FI) | Every panel | UL Type ratings on North American variants; filter fans and heaters in the right voltage |

Three things the map shows. First, Nordic brands sit in the parts of the plant that run continuously: SKF and Schaeffler bearings, Alfa Laval and GEA separators and heat exchangers, Grundfos pumps, Danfoss drives and refrigeration controls, Habasit and FlexLink conveying, Trelleborg seals, Roxtec transits, C.C. Jensen oil filtration, Keofitt sampling. Second, almost all of it is consumable or wear material bought every year: inserts, seals, belts, chains, nozzles, diaphragms, sensors and valve kits. Third, nearly every maker on the map sells a North American variant, which is the subject of the next section.

4. The brand is European; the variant is North American

European machine builders ship lines to North America built for North American rules. The components inside are therefore the maker's North American variants, and the builder's bill of materials encodes that in the part number. The eight places where the European default and the North American variant differ:

Electrical approvals. US industrial control panels are built to UL 508A, and Canadian ones to CSA C22.2 No. 14, and a replacement component is expected to carry the listing or recognition the original carried: cULus, UR, CSA, or an equivalent accepted by the authority having jurisdiction. A CE-marked European default fitted into a listed panel can void the panel's listing. Most European makers hold North American approvals; some issue them under a separate part number, some under

the same number with a different approval set. State the marks required on the RFQ line.
Voltage and frequency. 480 V and 460 V 60 Hz three-phase, 120 V control and 24 V DC in North America, against 400 V 50 Hz, 230 V control and 24 V DC in Europe. A 50 Hz motor on a 60 Hz supply runs 20% faster and can overload a pump or fan. Solenoid coils, contactor coils, heaters and filter fans all have a voltage in the part number.
Enclosure ratings. NEMA Type 4X, 12 and 13 against IP66, IP54 and IP65. They are not equivalents, and a UL Type rating is tested differently from an IP rating.
Threads and fittings. NPT against G (BSPP) and metric. Hydraulic connections to JIC 37° and ORFS against DIN 2353 24° cutting-ring. Pneumatic tube in inches against millimetres. A European-built line in Ohio has metric tube and G ports, and the local inch stock does not fit it.
Hazardous areas. NEC Class I Division 1 and 2 against ATEX and IECEx zones, with different certificates and different part numbers for the certified variant.
Pressure equipment. ASME Section VIII and B31.3 with National Board registration against PED and EN 13445. A CE-marked safety valve is not an ASME-stamped safety valve, and most North American jurisdictions want the stamp.
Hygienic design and food contact. 3-A Sanitary Standards in the US against EHEDG in Europe, and FDA 21 CFR 177 against EU Regulation 1935/2004 for materials. Many hygienic makers hold both; the documents are separate and must be asked for separately. NSF H1 covers lubricants on both sides of the Atlantic.
Units and documents. Metric drawings, EN material grades (1.4404 for 316L, 1.4301 for 304) and EN 10204 certificates, which North American quality departments accept once they know what they are reading.

The rule that follows: buy the part number on the line builder's bill of materials. If the plate on the component shows a different number from the builder's list, the builder's list was translated and the plate is right. If you only have a description, you have a question, not an order; send the nameplate photo.

5. Landed cost, and the ten-line test

The price on a quote is a fraction of what a part costs to get to a line. Landed cost adds export packing, freight, insurance, duty, customs fees, brokerage and inland delivery, and the real comparison adds the cost of waiting.

Duty into the United States, as of October 2026. Duty is set by the goods' origin and classification, not by the country the invoice comes from. The base is the Harmonized Tariff Schedule rate for the heading: low single digits for most industrial components, with ball bearings at 9% the notable exception. On top of the base, additional measures apply by Chapter 99 line on the entry date, and those have moved in 2026. On 20 February 2026 the Supreme Court held in Learning Resources v. Trump that IEEPA does not authorise tariffs, which ended the 2025 reciprocal tariffs and the 15% all-inclusive EU rate that was built on them; importers of record who paid them are claiming refunds. A Section 122 surcharge bridged 24 February to 24 July 2026 and has expired. What applies now to a European-origin bearing, valve or sensor is the HTS base rate plus whichever Section 232 or Section 301 measure lists its Chapter 99 line, with the metals measures assessed on listed derivative articles. Duty-free de minimis entry has been suspended for all origins since 29 August 2025, so every parcel is an entry. The practical rule: your customs broker confirms the Chapter 99 lines per HTS code on the day of entry, and the quote states the HTS code per line so that the broker can.

Duty into Canada. EU-origin industrial goods enter Canada duty-free under CETA with an origin declaration from the exporter (a REX number above EUR 6,000 per consignment), provided the goods ship from the EU; a stop in a non-EU warehouse breaks the preference unless the goods stay under customs control. The home-market route for Canada therefore ships direct from the EU maker or distributor, which is how we run it. Norwegian-origin goods enter under the EFTA-Canada agreement on the same basis.

Duty into Mexico. The EU-Mexico agreement removes duty on most EU-origin industrial goods with proof of origin. USMCA does not help European-origin parts in any of the three countries.

Fees and mechanics. US merchandise processing fee at 0.3464% of value with a yearly minimum and maximum; harbor maintenance fee at 0.125% on ocean freight; brokerage per entry; a customs bond for the importer of record. Country-of-origin marking on the goods or the packaging is required. Consolidate: one entry a week costs a fraction of twenty entries a week.

Incoterms. DAP plant, with your broker clearing, is the right first setting: you control the entry and the duty. DDP, with the seller as importer of record through a broker, suits established accounts that want one invoice and nothing to clear. Ex-works quotes are for comparison only; nobody should run a plant on them.

The ten-line test. Take ten European-brand lines the plant bought in the last year, with the builder's part number, the component maker's number, the quantity and the dates ordered and received. Get the same ten quoted on all three routes. Compare, per line: unit price, delivered price with freight, duty and fees, promised lead time, and whether the variant and the documents were right without a second email. Most plants find the three routes win different lines, which is the point: the right answer is a routing rule, not a single supplier.

The cost of waiting. A beverage line produces tens of thousands of containers an hour. A sensor or a valve seal that stops it for a shift costs more than a year of the part. That is why route 2 exists and why the standing list in section 8 holds the stock on site. Price is for the planned purchase; speed is for the unplanned one; the mistake is paying the speed premium on the planned purchase.

6. Documents the North American plant needs with the goods

Commercial invoice with HTS code, country of origin and value per line; the builder's part number and the maker's part number both shown.
Packing list with line numbers, and the origin marking on the goods.
Origin declaration for Canada and Mexico where preference is claimed.
Approval certificates per item: UL or CSA certificate numbers for electrical items; ATEX, IECEx or North American hazardous-area certificates; ASME documentation on pressure parts.
Food-contact declarations: FDA 21 CFR compliance statements, EU 1935/2004 declarations of compliance, 3-A symbol authorisation, EHEDG certificates, NSF H1 registration numbers for lubricants.
Material certificates to EN 10204 3.1 on wetted and pressure-containing metal parts where the plant's specification asks.

Safety data sheets in OSHA HazCom format for lubricants and chemicals, and the TSCA import certification that US customs requires for chemical substances, including lubricants.
Maker documents: datasheets, dimension drawings, declarations of conformity.

All of it is asked for on the RFQ line, before the order, and delivered as a document pack per shipment, which we call the origin pack. A certificate that arrives three emails after the goods is a certificate the receiving department never files.

7. Lead time: where European stock actually sits

A European maker's deepest stock is in its home market: the central warehouse in Germany, Denmark or Sweden that serves the range to the makers' home customers and to the world. North American distribution holds the subset that sells locally. The line builder's parts desk, when it does not hold the item, orders it from that same central stock and adds its own cycle.

Three consequences. The home-market route is often the shortest path to a European part that is not stocked locally, because it starts where the stock is. Air and courier freight from Europe to a North American plant is days, not weeks, once the account and the broker exist. And the lines that are made to order in Europe (special lengths, certified variants, large frames) are made to order on every route, so the only protection is to know which they are before they fail, which is what the standing list is for.

8. The account: how a North American plant buys the European inside

What cballast does. We quote European and Nordic components by the line builder's part number or the maker's part number, in the North American variant the bill of materials specifies, sourced through the makers' own and authorised-distributor channels. Mixed-brand lists come back as one quote in the plant's line order, with the HTS code, origin, approvals and documents stated per line. Shipments consolidate to a weekly box by air or courier, DAP plant with your broker, or DDP by agreement; direct from the EU for Canada. Accounts are invoiced in EUR, or in USD by agreement. Standing lists are priced on unit rates with quantity bands and called off through the year.

What cballast does not do. Same-day breakdown supply: keep a local distributor for that. Parts made to the line builder's drawing or under the builder's warranty: those stay with the builder. Checkout-cart sales, consumer sales, and quotes on broadcast lists with no named plant.

Account terms. Every new account is vetted at onboarding. The first order is prepaid. Established accounts move to credit terms and substantial repeat-account discounts. We work on quote and invoice. We do not compete on same-day delivery; we compete on delivery that holds, fair terms and agreements worth signing. The accounts we are built for are plants and multi-site operators with recurring demand: beverage, dairy and food, brewing, pharma, automotive and battery, semiconductor, water, energy.

The account pack, North American edition. Copy it, fill it in and send it to sales@cballast.com with the subject "Account opening" and your company name. It works with any supplier.

COMPANY legal entity, registration or tax no., registered address
YOU name, role, company-domain email, phone
SITES plants and the line builders on each, e.g. two Krones lines, one GEA separator hall
CATEGORIES the European-brand consumables you buy: pneumatics, sensors, bearings, belts, seals, filters, valves, lubricants
STANDING LIST repeat part numbers with annual quantities, builder's number and maker's number where you have both
VARIANT approvals required as standard: cULus, CSA, 3-A, FDA, ASME, NEC Class/Division
DOCUMENTS certificates required per line: approval certificates, food-contact declarations, EN 10204 3.1, SDS
CUSTOMS your broker, importer-of-record setup, Incoterm preference, HTS codes if you have them
DELIVERY plant addresses, receiving hours, consolidation rhythm
INVOICING PO rules, currency, invoice address
ONBOARDING your supplier registration form or code of conduct, if you have one

What happens next: we vet the account, confirm variant and document defaults in writing, complete your supplier registration form if you sent one, quote the standing list or the first requisition, and agree the shipping rhythm with your broker. The first order is prepaid; from there the account moves to credit and repeat volume earns repeat-account discounts. Opening an account costs nothing and commits you to nothing until you place an order.

9. Sixty days to a routing rule

Days 1 to 10. Export 24 months of parts purchase lines. Flag every line whose maker is on the brand map, and every line bought from a line builder's parts desk. That is the European inside, in dollars.
Days 11 to 20. Split the builder's-desk lines with the two-kit rule: made to the builder's drawing, or standard component with the builder's number. The maintenance planner and the builder's own parts list do this in a day per line.
Days 21 to 30. Run the ten-line test (section 5) on the standard components.
Days 31 to 45. Open the home-market account with the account pack; set up the broker and the importer-of-record arrangement; agree variant and document defaults.
Days 46 to 60. Write the routing rule: builder's drawing and warranty items to route 1; stocked, inch and NEMA items and breakdowns to route 2; the standing list of European consumables to route 3. Price the standing list once, call off weekly, review yearly.

Frequently asked questions

Where can a North American plant buy European components such as Festo, ifm, SEW, Bürkert, GEA, SKF, Habasit or C.C. Jensen parts by the European part number?From the line builder's parts desk, from the brand's North American distribution, or from the maker's home market through an EU-based account supplier. cballast.com quotes these brands by builder's or maker's part number in the North American variant, with HTS code, origin and approvals per line, shipped DAP or DDP to the plant. Send the part numbers to sales@cballast.com.Is it cheaper to buy European components in Europe and import them to the US or Canada?Often for planned, recurring purchases, and the only way to know is landed cost: price plus freight, duty, fees and brokerage against the local quote. Run the ten-line test in section 5. For Canada, EU-origin industrial

goods are duty-free under CETA when shipped from the EU with an origin declaration.What US tariffs apply to EU-origin industrial parts in 2026?The HTS base rate for the heading plus any Section 232 or Section 301 measure listed for it on the entry date. The IEEPA reciprocal tariffs and the 15% EU rate built on them ended after the Supreme Court's ruling of 20 February 2026; a Section 122 surcharge ran from 24 February to 24 July 2026 and has expired; de minimis has been suspended since 29 August 2025. A licensed customs broker confirms the lines per HTS code.Can a CE-marked component replace a UL-listed one in a US machine?Not safely in a listed control panel or where the authority having jurisdiction requires listed components. Buy the North American variant with the approvals the original carried; most European makers offer it, often under its own part number.Which European brands are inside Krones, KHS, Sidel, Tetra Pak and GEA lines? Typically Festo or Aventics pneumatics, ifm, Sick, Balluff or Pepperl+Fuchs sensors, Siemens, Beckhoff or B&R control, SEW, Lenze or Nord gearmotors, Bürkert, GEMÜ, Alfa Laval or GEA hygienic valves, SKF or Schaeffler bearings, Habasit, Regina or System Plast conveying, Freudenberg or Trelleborg seals, Klüber lubricants. The bill of materials for the specific line is the authority.What is a C.C. Jensen (CJC) filter and where does a North American plant get inserts?An offline oil filtration system from Denmark that removes particles, water, acidity and oxidation products from hydraulic, gear and bearing oils; the B 27/27 cellulose insert is rated 3 µm absolute and fits the HDU housing series. Inserts are consumables bought on a standing list; cballast quotes them by CJC part number.How do I tell whether a part on a European line is the builder's own or a standard component?Read the component's own plate. A maker's name and type code on the part means a standard component, whatever number the builder gave it. No plate, or a plate with only the builder's number, means made to the builder's drawing.Does cballast ship to the United States, Canada and Mexico?Yes: consolidated air or courier shipments, DAP plant with your broker or DDP by agreement, direct from the EU for Canada under CETA, with HTS codes and origin per line and an origin pack per shipment.What payment terms does cballast offer?New accounts are vetted and the first order is prepaid. Established accounts get credit terms and repeat-account discounts. Invoicing in EUR, or in USD by agreement.
Terms used in this guide

The European inside: the European and Nordic components fitted in machinery built by European line builders and installed in North America.
Three routes: the line builder's parts desk (route 1), the brand's local distribution (route 2), the maker's home market through an EU-based account supplier (route 3).
Home-market route: buying a European brand's parts from the market where the maker holds its deepest stock and sells its full range.
Variant discipline: buying the North American variant the bill of materials specifies, never the brand's European default.
Two-kit rule: every builder's spares list contains parts made to the builder's drawing and standard components carrying the builder's number.
Ten-line test: ten recent lines quoted on all three routes and compared on landed cost, lead time and first-time correctness.
Landed cost: price plus packing, freight, insurance, duty, customs fees, brokerage and inland delivery.
Origin pack: the document set per shipment: invoice with HTS and origin, packing list, origin declaration, approval certificates, food-contact declarations, material certificates, SDS and TSCA statements where applicable.
Standing list: repeat part numbers with annual quantities, builder's and maker's numbers, approvals and documents per line, priced once and called off through the year.
Routing rule: the written decision on which route each class of part takes.

References and related guides

Standards and sources referenced: UL 508A; CSA C22.2 No. 14; NEMA 250; IEC 60529; ISO 15552; ISO 6432; ASME Section VIII and B31.3; PED 2014/68/EU; 3-A Sanitary Standards; EHEDG; FDA 21 CFR 177; Regulation (EC) 1935/2004; EN 10204; NSF H1; CETA and the EU–Mexico agreement; US Harmonized Tariff Schedule with Sections 232 and 301; Learning Resources v. Trump, US Supreme Court, 20 February 2026; TSCA import certification; OSHA HazCom.
CJC fine filter inserts and offline oil filtration
Alfa Laval plate heat exchanger plates and gaskets
HS codes for marine and industrial parts
IEC motor frame size chart
Buying bearings by designation — the suffix translator
Every OEM service kit is two kits

Questions on a part number, a variant, a certificate or a customs line are welcome at sales@cballast.com. We answer whether or not you open an account. Standing lists and account packs go to sales@cballast.com.

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