

CASE STUDY

Case Study – Benefits of Preventative Maintenance and Using OEM Parts

SITUATION: During the Great Recession a foundry in the upper midwest elected to reduce operating costs by substituting “will-fit” air compressor parts and fluids as replacements to genuine OEM parts.

Within 6 months, the energy costs related to the compressed air system spiked. And within 18 months the air compressor failed. It was the most costly equipment failure for the plant in 20 years.

It’s a common understanding amongst service providers within the compressed air industry: customers who use genuine OEM parts keep their compressors running for decades. Low-cost, “will-fit” parts result in reduced equipment reliability and increased downtime.

The CEO of the compressed air service provider in the above case study reports that fewer than 3-percent of their customers had unplanned downtime last year when using OEM parts. Their longest standing customer has been running the same air compressor since the 1970s, on its original air end. “There’s no point in trying to save a few hundred dollars on generic after-market parts, when a single hour of unplanned downtime wipes out those savings and then some,” notes the CEO. “We’ve codified our experiences in a manner that turns preventive maintenance into predictive maintenance. Using genuine OEM parts on a regular basis plays an essential role in avoiding failures before they ever happen.”