



Rewards of Purchasing Reman Units

It's 7:30 a.m. on a Monday morning, and you have just fired up your ACME 1000 automated Widget producer. You need to fulfill a massive Widget order due to ship on Friday. While you are sipping your hot coffee and dreaming about spending the profits from the Big Kahuna order, the ACME 1000 suddenly has a meltdown. It starts spitting unfinished Widgets everywhere! You shut the system down, and do a thorough inspection, only to discover that the cause of this debacle is the hydraulic pump. The pump is no longer supplying enough fluid, it is extremely hot and it's leaking in several spots. Its "toast". You take a deep breath. It's only a minor setback. You have a spare pump in the maintenance department. You will be back up and running within an hour. With a sigh of relief, you head off to find the spare pump.

After a frantic hour, searching for the replacement pump, you realize after the last breakdown you did not order a replacement. There is no spare! But there is no need to worry. You will call your local hydraulic supplier and get a replacement pump shipped out today. You can have an employee stay late and make up the difference. "All is well," you tell yourself. You go back to your desk to call your local hydraulic supplier, you realize you have lost half a day and missed lunch. Bud from the local hydraulic supply shop says that he needs a model code or a picture at a minimum to supply the correct pump. Upset, you slam the phone down and start digging through the drawers of your desk for the WIDGET 1000 drawings. You then realize that it was built in the 1960's and the hydraulic system was rebuilt twice, so these drawings are likely useless. You decide it's best to get a picture of the pump. You make your way back to the application. You crawl over the ACME 1000 getting covered head to toe in a sticky mess of grease, hydraulic oil, dirt and broken Widgets, to get to the failed hydraulic pump. You take a picture of the tag on the pump.

While wiping the oil off your hands, you call Bud at the hydraulic shop and give him the model code. Bud says the number is not in his computer system, he will have to check with the manufacturer and get back with you in the morning. "All is well" you mutter as you calculate the overtime cost against the profit margin on the Big Kahuna order, "all is well".

The next morning, Bud calls with the news that the pump has not been manufactured since 1975, but there is a new model that superseded this one. It is more efficient and comes standard with Viton seals and a 2 year warranty for \$2,500.00. The money has to be spent so that's no issue; the order will cover the cost of the replacement and overtime. You tell Bud you are on your way to pick it up when he delivers the bad news; delivery on this pump is approximately 14 weeks! AH! Trying not to yell at Bud, you explain that you will be, "approximately out of business in 14 weeks!" Calculating the costs and margin in your



head, coupled with labor and the dread of calling the customer is making you nauseous. There has to be some way to replace this pump, something has to fit in its place.

Later in the day, you have everyone capable of using the phone, calling every hydraulic supplier they can find and begging for this pump. You discover that the Smithsonian Museum is actively seeking one as well. While talking to a hydraulic shop, they refer you to a company that specializes in remanufactured and new aftermarket pumps. You cannot dial the phone quickly enough! With excitement you start to trip over your words while spitting out the model code to the sales representative on the phone. "Yes, we usually have that model in stock. Let me check with my Reman department." Within a few minutes, the sales representative is back on the line. "We can supply a Reman unit for \$1,200.00, with an 18 month warranty, fully tested and ready to ship in three hours." Hallelujah, I'll be there in three hours to pick it up, "happy days are here again", the Big Kahuna is back in swing.

On the way to get the "Mother of all Pumps" you start to second guess yourself, what is a Reman unit and how does this compare to new? It costs half the price of a new pump. Don't I want a new pump? When you arrive to pick up the pump you meet with the sales representative who helped you over the phone. You begin to invade him with questions about the Reman process. The sales representative explains that a Remanufactured pump, commonly referred to as Reman, is the OEM original unit that is remanufactured not repaired. Never one to miss an opportunity to talk, the sales representative describes in detail the remanufacturing process. "All hydraulic components are completely disassembled, cleaned, and inspected. Parts that do not meet new specification are replaced with new parts. The reman hydraulic units are tested on a simulation test stand. Tests are completed at full flow and full pressure simulating actual operating conditions. Our remanufactured products are guaranteed to deliver 100 percent of their factory original rated performance, at a fraction of the cost!" This guy is definitely speaking your language, but does he stop talking? You wonder as you wave goodbye, the Big Kahuna is back on track!

After a four hour return trip, two speeding tickets, and a road food lunch that still has lingering effects, you arrive back in time to install the pump and start up the ACME 1000. You are watching the new pump like a laser beam, but there is nothing to see, it is purring like a kitten. "Start the WIDGETS flowing, we are back in business". You will have to run round the clock to make delivery, but it will happen! Later in the evening while napping at your desk, you are told that the new pump is efficient. The scrap rate on the Acme 1000 has been reduced and the annoying bang at part ejection is completely gone. You sit back with a grin on your face. You did it! You found the perfect solution.



Does a Reman part make sense for every application? Of course not, but there are some real rewards that are possible when you choose to use a Reman product. The biggest reward is the cost, it can cost anywhere between 30-50% less than new. As this story illustrates, time is another reward from choosing Reman. Most Reman units can be supplied within 24 hours. An often overlooked reward from choosing a Reman unit is the “green factor.” Your purchase means that new housings and castings do not need to be recreated, thereby saving the raw material.

In essence when you choose a Remanufactured product with FluiDyne Fluid Power you are getting a unit that performs to the same specifications as new, costs less, has an 18 month warranty and is helping the environment all at the same time. So, call us when your machine is down or better yet, call us before you reach this point and let’s see if a Reman unit makes the most sense.



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