

# AFTERMARKET VS. OEM, dare to compare



“Working with the right Aftermarket Parts Solution Specialists (APSS) is like having the right tool for the task – it just makes the job easier.”

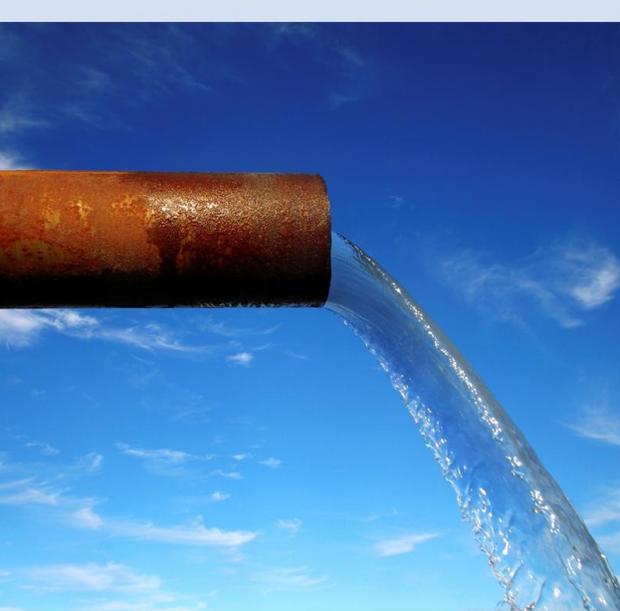
## **MUNICIPALITIES ALL OVER NORTH AMERICA ARE BEING CHALLENGED TO DO MORE WITH SMALLER BUDGETS.**

For years OEM's have gotten away with charging top dollar for replacement parts. In addition to charging a premium, their long lead times have stretched municipalities to the breaking point – *literally*. Many municipalities (big ones!) have been told to open up their bid specs to accept bids from “*the OEM or Equal*”. **So, between the OEM and an Aftermarket Parts Solution Specialists, who gives you the most “bang for your buck”?**

**In the world of replacement pump parts there are Pirates, Replicators, OEM's and...**

## **AFTERMARKET PARTS SOLUTION SPECIALISTS or (APSS)**

These companies are few and far between. APSS's are highly knowledgeable about centrifugal pumps, their design, their manufacture, their application in the field, *their repair and maintenance*. In addition, these companies are able to offer superior reverse engineering capabilities as well as design modifications/upgrades which improve the functionality (and/or performance) of an OEM's pump. APSS's manufacture parts that meet and often exceed the OEM standards for quality and reliability. Working with an APSS will also save you time and money as they usually price considerably lower than the Original Manufacturer, while delivering sooner.



- Q. Do your facility maintenance managers have more than one brand of pump to look after?**
- Q. Ever wondered about casting alternative materials to make parts last longer?**
- Q. Having problems with noise, vibration, poor performance, corrosion, erosion, cavitation or extended downtime?**

ABBA Pump Parts and Service is a qualified and experienced Aftermarket Parts Solutions Specialist (APSS). For more than 25 years, ABBA has specialized in manufacturing high quality replacement parts & assemblies for municipal wastewater and water authorities. Our experience has evolved from a strong background in pump design, manufacturing, application engineering and pump repair.

For a complete list of ABBA's capabilities, visit—[www.abbaparts.com](http://www.abbaparts.com) or call 800-268-5142.

**If you answered “Yes” to any of the questions above, a qualified Aftermarket Parts Solutions Specialist is what you need!**

**A.** A good APSS will have the ability to manufacture individual replacement parts, assemblies and drop-in replacement pumps to fit or retrofit a multitude of brands including: Fairbanks Morse, Allis Chalmers, American Wellworks, Aurora, Chicago, Clow, Cornell, Crane Deming, De Laval, Morris, Paco, Patterson, Smith & Loveless, Wemco, Worthington (Flowserve/IDP), Yeomans, and others...

**A.** When choosing an alternative material, one must consider both chemical compatibility and wear resistance. An APSS can help navigate the options and can offer cast parts in a variety of materials like: cast iron, bronze, stainless steel, and in a variety of grades to best suit your application. Typically these companies work with *local* foundries (not China), and can cast parts in a variety of materials quickly and easily, resulting in parts that are delivered faster and less expensive than the OEM.

**A.** Partnering with an APSS with proven experience and a solid understanding of centrifugal pump design is critical. Look for an APSS that can: offer modernization of old or obsolete models with current design parts and assemblies; offer computer generated impeller design and redesign to solve specific application and performance problems; provide design upgrades and modifications to improve reliability and extend the operating life of your pump installations.

*Choosing to work with an APSS for all your pump parts and service requirements is as simple as choosing the right tool for the task. Whether the project is big or small, simple or complicated – you have a choice. ABBA Parts is one such qualified APSS that can help you save time and money on pump maintenance and upgrades. Contact ABBA today at [www.abbaparts.com](http://www.abbaparts.com).*