

# A cost-effective solution

With new emissions regulations being introduced every few years Perkins' Power Exchange Programme is working hard to ensure end users have easy access to parts for their heritage engines.

Keen to be able to provide its customers with quality parts for heritage and phased out products, Perkins' remanufacturing programme utilises years of experience to offer end users a fast, cost effective service solution which is also environmentally friendly.

Power News caught up with Power Exchange product group manager Andrew Wright at the European Remanufacturing Centre at Shrewsbury, to find out more about the programme.

**Power News: What is remanufacturing?**

*Andrew Wright:* In its simplest form remanufacturing takes a dirty, used bit of core (a component) and restores it to an as new or better than the original specification. For example,

we can take a fuel pump made six years ago and make it to the latest design specification.

This remanufactured part will perform as good or better than the original product.

**Power News: Why is remanufacturing becoming so important?**

*Andrew Wright:* With emissions tiers changing every three to four years, remanufacturing will become an important service solution for many end users. This process will help keep parts available; especially once products are phased out. It's also a cheaper alternative for the customer who wants a reliable, cost effective service solution for their engine.

**Power News: Are there any environmental benefits?**

*Andrew Wright:* Remanufacturing is a no waste process, as we're taking material away from landfill and recycling it. Currently 70 per cent of the material used in the original manufacturing process is recovered: a figure that is increasing all the time, with 85 per cent of the energy from the original process also being preserved. Remanufacturing is the ultimate form of recycling.

**Power News: When is a piece of core remanufactured?**

*Andrew Wright:* Generally it's when a part has failed or has completed a certain number of hours / miles.

**Power News: What is the difference between a new part and a remanufactured one?**

*Andrew Wright:* There is no difference between a new part and one that has been remanufactured. Every part is taken back to the original design intent and tested to the original tolerances, and all come with a 12 month warranty. A remanufactured part performs the same and looks the same. The only difference is the cost to the end user as the remanufactured part is more often than not 60-70 per cent of the cost of a new equivalent part.

**Power News: What can be remanufactured?**

*Andrew Wright:* The range of core which can be remanufactured is continually growing but it includes oil pumps, short and long engines, lift

pumps, cylinder heads, crankshafts, conrods, compressors, alternators and turbochargers among many other products.

**Power News: How does the Perkins Power Exchange Programme work?**

*Andrew Wright:* The programme has been developed over a number of years and is a simple process that ensures the customers' productivity is maintained. The customer orders a remanufactured part, receives and installs it in their engine, and returns the old part to us.

**Power News: Is the Perkins Power Exchange Programme only applicable to Perkins' heritage products?**

*Andrew Wright:* No. The programme supports the heritage models such as the 3.152 and the 4.236, but it's also up to date with the 1000 Series and from early next year it will cover the Tier 3 fuel injection system, 1100 Series, 700 Series and the 400 Series.

**Power News: What has the response to the Power Exchange Programme been like?**

*Andrew Wright:* There has been a great response in North America and Europe, particularly in the power generation and agricultural sectors. People have immediately latched onto the benefits – namely the product looks the same, works the same, comes with a year's warranty and is cheaper. We're currently promoting the programme in South Africa and the Middle East, and will launch it in Asia, India and Russia early next year.

**Power News: How do people find out more about Perkins Power Exchange Programme?**

*Andrew Wright:* Information on the programme is available from Perkins' distribution network and on [www.perkins.com](http://www.perkins.com).

**Picture:** Metal spraying is among the salvage technologies used in the remanufacturing process.