

# 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 in lieu of genuine OEM parts.

Within 6 six months the foundry’s energy costs related to the compressed air system spiked. And within 18 months the foundry’s air compressor went down. It was the plant’s most costly equipment failure in 20 years, according to Brabazon Inc., the service company called in to make repairs using genuine OEM parts.

It’s a common story in the compressed air industry: those who use genuine OEM parts keep compressors running for decades. Low cost knock-off parts lead to reduced equipment reliability and increased downtime.

Heath Brabazon, CEO of Brabazon Inc., 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 1970’s, 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 Mr. Brabazon.

“We’ve codified our experiences in a manner that turns preventive maintenance into predictive maintenance,” concludes Brabazon. “Using genuine OEM parts on a regular basis plays an essential role in helping to identify failures before they ever happen.”