

PROMOTING ON-SITE  
POWER & COGENERATION

# WIP

WORLDWIDE INDEPENDENT POWER

MAY 2017 ISSUE

Switch over to energy efficiency.  
With MWM gas engines.



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Founded more than 140 years ago, the enthusiasm and innovative drive of engineers from more than a dozen decades have continued to yield new developments and contributed to MWM's becoming what it is today. One of the leading and most renowned brands in the field of gas engines and gensets. MWM has continued to improve the output rating, efficiency and reliability of its systems, distributed from Mannheim. MWM was acquired by Caterpillar Inc. in 2011.

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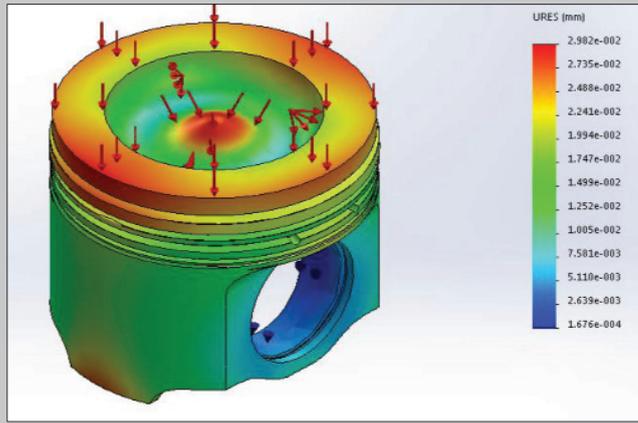
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# BLURRING THE LINES BETWEEN OEM & AFTER-MARKET GENSET PARTS

Over the past few decades, the acceptance of replacement parts suppliers for engines used in the power generation market has evolved significantly, reports *Carlo Chatman*. Today, the consistent quality, availability, coverage and warranty of products from branded aftermarket suppliers are increasingly rivaling those of their OEM counterparts.

The trend toward using branded aftermarket parts suppliers to maintain gensets and many other heavy-duty applications has resulted largely from the ability of some of these suppliers to deliver high-quality parts on time at competitive or even lower price points.

Many leading branded aftermarket suppliers are increasingly acting like OEMs, adopting both advanced manufacturing and quality assurance programs, incorporating lean manufacturing techniques, or offering products individually as well as in kits and sets to facilitate engine overhauls. Diesel Exchange Incorporated also uses branded aftermarket engine parts on a selected basis. Founded in 1992,



the company has developed into an award-winning remanufacturer of diesel engines. For the past six years, those have included various Caterpillar models.

Among the users of gensets are customers in the construction, military, and oil & gas industries. For those and other Cat applications, Diesel Exchange has sourced parts such as cylinder kits, bearings and gasket kits from IPD. According to Steve Hendrick, Diesel Exchange president, this line provides the same quality and availability of the OEM dealer, yet also saves on costs.

“We closely evaluate this supplier’s parts with those of the OEM, and they

compare very well,” Hendrick says. “I think today’s technology has developed to the point where quality-conscious aftermarket suppliers can consistently produce the quality that used to be available only from the OEMs.”

Some aftermarket suppliers achieve brand name acceptance through quality that results from incorporating innovative methods on the production line. At IPD, for example, the company has completely redesigned its steel piston and cylinder liner production processes, incorporating lean manufacturing concepts and new production methods that ensure consistent quality, speed production throughput, and cost savings.

“All of this is aimed at providing end users with highly reliable products at a very competitive price,” says Airton Martins, IPD’s Vice President of Operations. IPD’s production line uses only state-of-the-art equipment, such as specialty four-axis CNC machines/tools and advanced quality assurance instrumentation.

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