

Aftermarket Sourcing White Paper

How repair shops and distributors cut downtime and stock cost with a dual source parts plan.

The Problem With Single Source Parts

A repair shop or distributor that depends on one source for pump parts carries two risks it does not control: the lead time when a frame goes out of stock, and the day a frame is moved off the price list altogether. Neither risk announces itself in advance, and both surface at the worst moment, when a machine is already down.

What a Dual Source Plan Changes

- Common frames are available from two routes, so a stock out somewhere else does not stop the repair
- Discontinued frames stay supportable, which extends the working life of the machines that use them
- Stock cost falls because fast movers can be held locally and slow movers called off as needed
- Quoted repair times become deliverable, because parts availability is known before the strip down

How To Build One

Step	Action
List the fleet	Record the frames actually in service rather than the ones you happen to stock
Rank by frequency	Identify the small number of frames that account for most repairs
Split the list	Hold fast movers locally and place slow movers on call off
Prove the second source	Start with one repair on a frame you know well and check the parts on arrival
Review annually	Fleets change and so does the frame list

What To Ask a Second Source

- How do you confirm the variant before quoting
- Are rotary groups lapped and matched as one set or boxed together
- What steel grade and heat treatment route is used, and can you evidence it
- Are critical faces ground and lapped after heat treatment
- What documentation comes with the order and what is the warranty

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