

NuGeon TECH BULLETIN

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Is NEW better than REMAN?

In the last few years, a lot of remanufactured product lines that used to dominate the aftermarket have lost market share to new product lines, usually manufactured overseas at very low labor costs. The remanufacturing of clutches and water pumps has virtually been eliminated in the U.S. CV drive axles and steering racks are next.

There are several good reasons why retailers and distributors are getting out of reman parts:

- Quality: reman parts are typically less reliable or durable than new parts, and cause more warranties.
- Core management: reman parts are sold under exchange programs. Core deposits can be quite costly; core eligibilities are difficult to keep track of; and missing or withheld core credits can severely hurt the profitability of the whole line.
- Image: reman parts are often confused with used parts, or parts sold as is, without warranty, and do not have as good an image as new, warrantied parts in consumers' minds.

However, when it comes to hydraulic parts in general and disc brake calipers in particular, you may want to reconsider if it is better to sell a new – non-o.e. – aftermarket caliper or a remanufactured one. A lot of reverse-engineered new aftermarket units usually do not have the same internal dimensions and materials characteristics as o.e. units and will not perform the same way under all circumstances. A reman unit in the NuGeon Semi-loaded Caliper program will perform much more like a new o.e. unit than a new aftermarket unit.

Here are some features of the NuGeon Semi-loaded Caliper program:

- NuGeon Calipers are built at an ISO 9001-2000 registered factory.
- Most NuGeon Calipers are built from o.e. castings; only the very best cores, without wear, corrosion or blemishes, are selected for the NuGeon line.
- All other components that go into a NuGeon Caliper are new, except some of the steel pistons and steel bolts, which can be salvaged after thorough cleaning, inspection and, sometimes, testing or calibrating.
- NuGeon Calipers are 100% pressure-tested with the same machines and the same parameters that are used at o.e.m. factories.
- The result is a high quality caliper that fits and functions essentially the same as a new o.e. unit. All NuGeon calipers come with a 1 year, 15,000 miles limited warranty.
- NuGeon warranty returns have consistently been less than 1.5% over the last 10 years. Some new aftermarket parts have considerably higher warranty rates.

Bottom line: while many new aftermarket parts are better than their reman counterparts, when it comes to calipers, NuGeon's remanufactured o.e. units are better than most new aftermarket calipers on the market today.