#### **Business Model Case Description**

Company:	Storebro Industrier AB
Location:	Storebro, Sweden
Туре:	Contracted remanufacturer
In reman:	Since 1991
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## Product

Lathes, milling and grinding machines.

## **Core Sourcing**

Storebro Industrier (Storebro) is performing remanufacturing on latches, milling and grinding machines as a service for their customers. This means that the customers own the machine during remanufacturing and placed back when remanufacturing is finished.

## **Business Model**

Storebro has a close collaboration with their customers in order to provide them with a good remanufacturing service of their customers' machines. In general the remanufacturing process is including the steps; 1) Inspection and test run at customer; 2) Transport to Storebro; 3) Disassembly; 4) Cleaning of parts; 5) Part reprocessing or replacing; 7) Reassembly; 8) Testing; 9) Transport to customer; 10) Installation at customer.

During the first step, the machine goes through a status review, a test run and a final check. Secondly, the machine is disassembled. All parts will be washed and thoroughly cleansed. The machine bed and chest will be reground as well as saddles, cross slides etc. Milling machine tables will be planed. Gibbs, headstocks, tailstocks and slides will be scraped. Teflon or Turcite linings will be relined and scraped. Headstocks, Norton gearboxes and aprons will be overhauled and equipped with new bearings, bushings and gaskets. Damaged gear wheels or axles as well as worn out ball bearings will be replaced. Table, cross and tailstock screws will also be replaced. The hydraulic and lubrication system will be overhauled. The tailstock will be provided with a new barrel and screws. New spindle bearings will be mounted. Clutches and brakes will be replaced. The machine may be filled and primered prior to a two pack finishing paint being applied. The electrical equipment will be replaced or upgraded. Digital measuring systems (DRO) will be attached. On CNC machines, outdated control systems can be replaced if requested. Finally, the machine will be reassembled, gauged and a measuring protocol will be issued. The whole procedure will be carried out meticulously, so that no stage or component will be overlooked.

The customer's value is that they get price-worthy machine delivered with a complete measurement report and supporting documentation. Within the documentation often a risk assessment is conducted and manuals of how to mainten the remanufactured machine to make it last longer. As the aging process may improve the properties of the machine bed, by increasing its firmness and stability, there are a number of advantages in remanufacturing a machine. By comparing the purchase cost of a new machine against the cost of remanufacturing an old one, there is an estimated cost saving of 50% or more should you choose to remanufacture.

The key resources for Storebro are their long experience in machine remanufacturing and good collaboration partners that could help them to remanufacture machines for their customers.

The drivers for Storebro are to make money and to satisfy the needs of their customers.

The challenges are e.g. to be able to plan their remanufacturing process better. It is not easy to foresee how long time the reprocessing of parts will take. Getting access to cores is also a challenge that recently has become stronger.

#### **Economic Benefits**

The customers pay well to achieve their value of having their industrial robots working longer time.

#### **Environmental Benefits**

There are resources saved in their remanufacturing process but no calculations made.

### Storebro Industrier AB – Machines

# Storebro Industrier AB Industri



#### **Social Benefits**

The business keeps around 10 people at work in, Storebro, in Sweden.

#### **Advanced Materials Recovery**

There are much metals being recovered but usually no advanced materials.