Business Model Case Study Description

Company:	Ståthöga MA Teknik AB
Location:	Sweden, Norrköping
Туре:	Contracted
In reman:	Since 1988
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Product

Pumps and smoke channels

Core Sourcing

Cores are retrieved from customers.

Business Model





The business concept is to find and upgrade existing pumps at their customers. The value for the customer is that they can prolong the use of their old equipment and also reduce the down time period since the remanufacturing time is quite short in comparison with replacing it with new pumps. The cost for remanufacturing is also significantly lower than the option of replacing with a new pump.

The normal procedure is that the used pump is transported to their workshop. In some cases, the work is done at the customer site. The first step is to assess the condition of the pump in order to plan the work. The next step is to clean the pump and this step is followed by repairing the pump. This could imply additive measures, e.g. removing roost and add new materials. Replace worn out components with newly produced ones. In order to prolong the life time, improve accessibility and to improve the efficiency of the pumps, they normally add a surface treatment with modern composite coating and sealing technology. Modern sealing composites have lower coefficient of friction as well as the composite coat inside of the pump this together can improve the pumps efficiency between 5-15%. While industrial pumps consume only about 25% of the installed electrical motor power, their potential for energy savings is one of the largest.

Economic Benefits

The main economic benefit for upgrading pumps is that they use less power after the upgrade and their up time increase.

Environmental Benefits

Less power use also means reduced their electric energy consumption, i.e. in general a reduction of fuel and CO_2 emissions. Material resources are also salvaged.

Social Benefits - Jobs, Upscaling, etc.

The social benefits would mainly mean more job opportunities at Ståthöga MA Teknik.

Advanced Materials Recovery

No advanced materials are used in this product.