

WHITEPAPER

TABLET PRESS REPLACEMENT PARTS: OEM VS. NON-OEM

The price of tablet press replacement parts varies significantly between OEMs and non-OEMs. Making a sound cost-benefit analysis between OEM and non-OEM parts can aid in the decision on which to buy.

Keeping a tablet press operating at peak performance with as little downtime as possible is a goal for any tablet manufacturer and keeping maintenance costs reasonable is equally important. Although parts sourced through an original equipment manufacturer (OEM) or authorized OEM dealer may sound appealing, consider several factors before paying a premium for OEM replacement parts for a tablet press. The following are important considerations when deciding whether to use OEM or non-OEM parts:

1. The quality, functionality, and longevity of non-OEM parts often exceed that of OEM parts
2. The cost of non-OEM parts is typically significantly less than OEM parts
3. Availability of troubleshooting assistance and customized parts
4. Age of your tablet press and the availability of OEM parts for older equipment
5. Timely delivery of replacement parts
6. The ability of non-OEMs to support all your tableting needs



QUALITY & PRICE

Many press manufacturers contract with third-party companies to produce their replacement parts, so not all OEM parts are created equal. In addition, tablet press manufacturers are often not aware of the actual geographic location of contracted third-party part manufacturing facilities. As a result, not only are many non-OEM parts of superior quality and often exceed OEM specifications but frequently cost much less than OEM parts. Because non-OEM parts manufacturers typically provide superior quality while also providing substantial savings, they create enhanced value for the tablet manufacturer. Non-OEM parts manufacturers work hard to ensure the quality and integrity of the parts, knowing that maintaining a high level of quality and service is in their best interests. Non-OEM part suppliers ensure quality by engineering superior replacement parts, sourcing and auditing high-quality materials, and through continual testing and customer support.

CUSTOMIZED NON-OEM PARTS OFTEN IMPROVE TABLET PRODUCTION

After-market parts manufacturers are generally more willing to re-engineer OEM parts specifically for an individual customer's needs. These designs are geared to resolve product-specific issues. As a result, tablet manufacturers using such parts have witnessed a substantial increase in press speeds, and at the same time relative standard deviations (RSDs) have decreased by as much as 50 percent. These increased speeds and reduced RSDs were not attainable with the original designs. By changing the design, after-market parts have outperformed the OEM parts. Because of these facts OEM parts are often not the best choice for replacement parts.

AGE OF EQUIPMENT

When tablet manufacturers use older presses it rarely makes sense to pay a premium for OEM replacement parts. Equal or even enhanced performance can be achieved though the use of quality non-OEM replacement parts. In addition, press manufacturers typically discontinue parts for older equipment, and sourcing replacement parts for such presses can become difficult.



As tablet press manufacturers end production of certain models, you may wonder, “Do non-OEMs know how to manufacture old parts correctly?” and “Will the quality really be the same?” The answer is that many non-OEMs have been manufacturing and selling replacement parts for decades, so they are experienced in producing quality parts, even for press models that may be out of production.

Non-OEM parts are sometimes your only resource for replacement parts. Without them, many tablet presses would not be in operation today, which is another reason non-OEM parts have a definite place in the market.

RELIABLE DISTRIBUTION

When considering using an after-market parts supplier as an alternative vendor, it is important to select a company that offers reliable distribution. Some non-OEM manufacturers offer same-day delivery of parts. Know all your options before spending more money and experiencing lengthy delivery times on OEM parts.

SUPPORT FOR YOUR TABLETING NEEDS

When considering where to source your replacement parts, factor in the support and troubleshooting that each vendor offers. To ensure you get the most from your non-OEM vendor, ask yourself the following questions:

1. Does it offer references and ensure quality products and services?
2. Is it reliable in providing customer support and solutions?
3. Does it offer warranties and returns?



NON-OEM PARTS

To steer tablet manufacturers to use OEM parts, some tablet press manufacturers speak of difficulties caused by non-OEM replacement parts. OEM's may even claim that they will discontinue service and support if they find non-OEM parts on their tablet presses. This results in tablet manufacturers sometimes feeling as if they are being held hostage to the OEM. Don't be influenced by OEMs using such scare tactics to discourage the use of quality after-market parts. Tablet manufacturers should have the freedom to select the most cost-effective replacement parts for their production equipment. Threats of presses being deemed unserviceable for using non-OEM replacement parts are simply unfounded. Know the difference between warranty and non-warranty service for your press and don't let fear dictate how you spend your press-maintenance budget.

Natoli Engineering Company, Inc., manufactures tablet press replacement parts from the highest quality materials. Because we precision engineer them in-house, Natoli parts meet and often exceed the functionality and longevity of OEM parts. Natoli manufactures premium replacement parts suitable for use on most brands of tablet presses including: Cadmach, Colton, Fette, Kikusui, Kilian, Korsch, Manesty, Natoli, and Stokes.

