



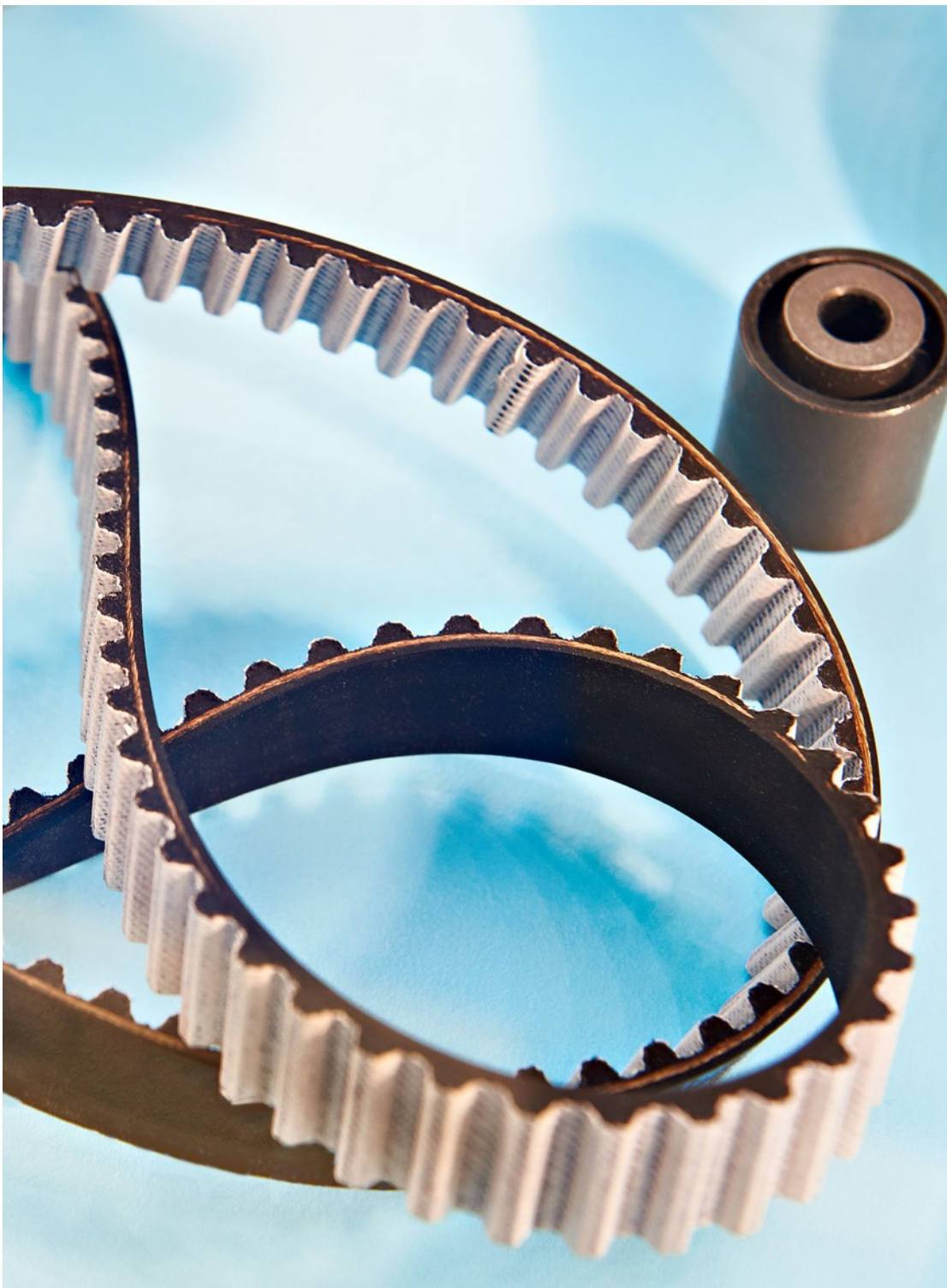
Volvo Trucks. Driving Progress



Guide: Evaluating your options when replacing truck parts



When the times comes to change an essential component on your truck there are a number of factors that will determine how you will replace that component. Whether to use genuine parts or non-genuine parts is one of the first questions that will come up. Here we look at the pros and cons of both options.



Cost and availability

Non-genuine parts are often cheaper than genuine parts. The fact that some OEMs only sell their auto parts through authorized dealers that work with their brand could make finding a genuine component more difficult if you're not situated near an authorized dealer. On the other hand if you're not familiar with aftermarket brands, the selection could be overwhelming; even the most basic part could be made by a number of different suppliers and in different variations.

Materials and specifications

When it comes to materials and specifications, going with a genuine part will be the safest option since each part will be produced using materials that meet OEM standards.

The same cannot always be said of non-genuine parts. To reduce costs, manufacturers such parts could choose to use cheaper, less durable materials. They are also less inclined to meet the high specifications recommend by OEMs. What material specification does the part have? Are any harmful substances used? What sort of surface treatment was applied? You simply have no way of knowing. This can compromise the durability and performance of your vehicle and increase the likelihood of unplanned stops.

One of the things that drives the cost of genuine parts is extensive testing and verification which is vital to the product development process. It is difficult to ascertain non-genuine parts also go through the same. By not subjecting their parts to testing, aftermarket part manufacturers could be reducing their costs but this makes the quality of their product uncertain.





Safety standards

In most countries, strict regulations govern how automotive parts are manufactured to ensure a high level of safety. Genuine parts are developed in compliance with these standards. When it comes to non-genuine parts, it is difficult to know if the same standards are being met.

Then there is the question of how will the new aftermarket part work with the rest of the systems? You could be compromising safety if an aftermarket part doesn't work well with the rest of your truck. Take EBS for instance, using non-genuine brake pads could lead the system to not work properly which results in your vehicle not meeting basic safety standards or even worse causing an accident.

The same goes for crash components; a non-genuine front panel may not fit properly and when travelling at high speed it could put you and other road users at risk of accident and injury.



Warranties

Since an OEM undertakes extensive testing and verification, it can be confident in the quality of its products and offer a warranty. This means peace of mind, knowing that in the event of a parts failure, the OEM will support you to get their vehicle back on the road. Non-genuine parts come with no such warranty – in the event of a failure, you are on your own and must absorb the cost yourself.



Social and environmental impact

OEMs must meet stringent environmental and standards and they often exceed legal requirements with best practices and voluntary programs. This means that buying from an OEM like Volvo Trucks will always mean that your product is traceable and manufactured according to standards that minimize environmental impact.

The same cannot be always said about non-genuine parts. These are often manufactured in developing countries with fewer regulations concerning environmental impact and labour laws. It's quite possible that environmentally harmful substances have been used or that local eco-systems are

being polluted. Workers could be being underpaid and mistreated – maybe they are even manufactured by child-labourers? The lack of transparency means that there is no way of knowing.

If sustainability is a priority for your business you should definitely go with genuine parts. You could even consider using remanufactured parts which are just as good as new but come with lower impact on the environment.

Remanufactured parts typically use 80% less energy and less raw material as 85% of the component comes from reclaimed material which also reduces landfill waste.

There's a lot to think about when buying parts and the best option will depend on what you are looking for and what your business needs. But given their better track record when it comes quality, safety, ethics and peace of mind, genuine parts is the way to go. Here are a few things to watch out for when buying a new part to ensure that it is genuine:

Price: OEM part prices are relatively consistent across the industry and if you find a part that is much cheaper it is very unlikely to be genuine.

Suppliers: OEMs usually sell through their own dealer network or through authorized workshops.

Details: A non-genuine part could look the same but there are a few details that could indicate that it's not:

- ✓ Where is it from? If the country of origin is not what you would expect from the OEM it could be a counterfeit part.
- ✓ Does the product feel too light or too heavy?
- ✓ When you scratch the surface, does the paint come off easily?
- ✓ Is the font and company logo look correct?
- ✓ Does it have instructions like 'suitable for Volvo'? This will most certainly indicate that it's not an original part.



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