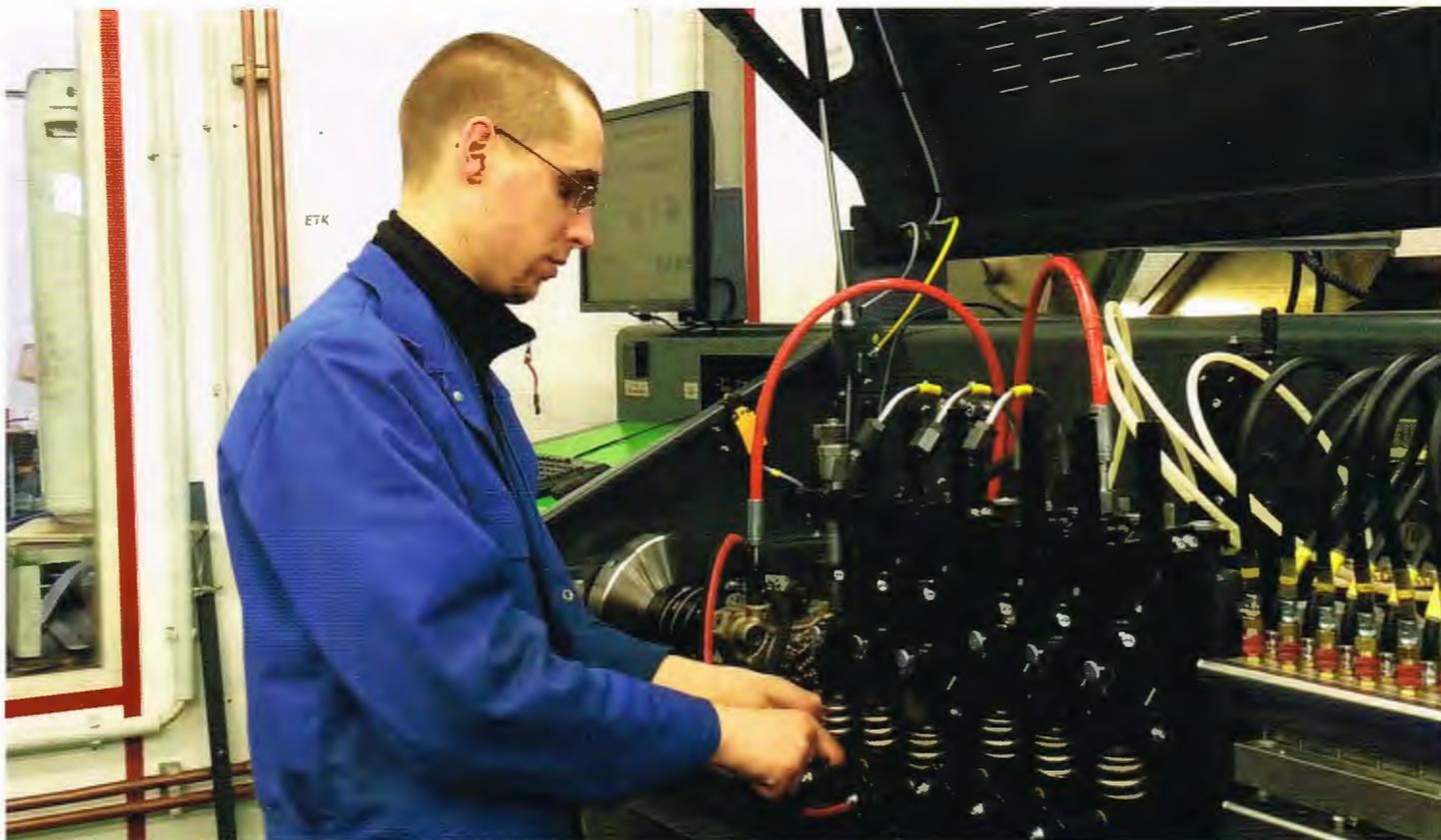


Focus on technology at Eckernkamp



The diesel centre is equipped with high-tech test systems for remanufacturing of injectors.

By Doris Schulz

Engine remanufacturing, diesel service and vehicle repair shop - all in one! For Bielefeld-based remanufacturer Motoren Eckernkamp GmbH, those are the three pillars upon which this small company has built a highly respected business in the German state of North Rhine Westphalia. In no small measure the recipe is based on ongoing investments in up-to-date technologies and equipment as well as in staff training. While keeping a firm eye on day-to-day operations, Eckernkamp, is constantly looking towards the future. The results show.

"Staying updated and always trying to be one step ahead of your competitors is very important to us," says Rudolf Oesterwinter, one of the company's two directors. "In fact, it's the key to our success." What could seem a fairly simple recipe, however, requires a strong commitment to continuing investment in innovative technologies - and to training the company's 28 employees. And there is no lack of commitment at Motoren Eckernkamp. The company not only repairs or remanufactures a variety of combustion engines for cars, trucks, buses, construction and agriculture machinery, it even undertakes remanufacturing of parts for locomotives and ships' engines. Rudolf Oesterwinter heads the

company in Leopoldshöhe near Bielefeld in north western Germany, together with Markus Moeller, who took over from his father, Hermann Moeller, in January 2014. Between them, Oesterwinter and Moeller represent long-term experience and history in remanufacturing. They also exemplify how commitment to detail can take a business to the next level.

Continuous growth

The company was founded as far back as 1925 as a grinding shop for cylinders and crankshafts. By 1985, it had fallen on difficult times and Hermann Moeller, then CEO of a major engine remanufacturer together with some partners, bought Motoren Eckernkamp out of insolvency. Two years later, Rudolf Oesterwinter joined in, adding a wealth of experience from the remanufacturing industry. With the acquisition of a Lucas-CAV shop they subsequently entered the field of diesel injection technology.

"For us the central question has always been what new developments to look at? Asking what we have to do - and what kind of machines and test technology to buy in order to participate successfully in these developments", Markus Moeller explains. Over time the company has steadily expanded its range of services, moving



This computer-controlled torque wrench is used for repair stage 3 (currently highest stage) of the last generation of Bosch injectors.

into bigger premises by 1997 and adding the third "pillar", a repair shop for passenger cars, trucks, utility vehicles and motor homes. This section is headed by Marcus Bienert who has been a shareholder in the business for several years. In 2008, Motoren Eckernkamp relocated to a new purpose-built building, including a cleanroom for work on sensitive parts.

"In our industry success depends on well-trained employees. We are happy to play an active role here"

Engine remanufacturing

For a company the size of Eckernkamp, the focus on state-of-the-art equipment is to be respected – which is also reflected in its membership of Germany's leading professional organisations. "Our work is performed in accordance with the quality label RAL, which is an important quality certification in Germany. We're also members



of the VMI (the German Association of Engine Rebuilders) and the GMI (Gütegemeinschaft der Motoreninstandsetzungsbetriebe)", Markus Moeller explains.

"The fact that our quality is spot on, I believe, is demonstrated by our service partnerships with renowned OEMs like Deutz, Volvo Penta, Mitsubishi Diesel Engine, Lombardini and others. In addition, a growing market for us is remanufacturing of engines for vintage and classic vehicles."

Diesel Centre – Sought After Partner of OEMs

Hermann Moeller and Rudolf Oesterwinter both demonstrated their nose for business by entering the field of diesel technology. Whether conventional or electronically controlled, there is virtually no injection system or injector which Motoren Eckernkamp is unable to check and repair/remanufacture, they say. "Seven of our staff are highly qualified diesel technology specialists who undergo continuous training. This ensures that they are familiar with the latest systems and can use them to best advantage," says Markus Moeller. Here, too, the department's equipment is technologically advanced with several state-of-the-art test systems from Bosch and Hartridge. The most recent investment is test equipment for the newly developed smart injectors from Delphi, which, among others, are found in Mercedes and DAF Trucks. Moreover, Motoren Eckernkamp is ready to check and repair the E3 pump-nozzle systems for Volvo Penta. "If you don't take every single step in this area, you'll inevitably fall by the wayside", notes Rudolf Oesterwinter. In recognition of its skill levels, Eckernkamp has been a service partner for leading manufacturers like Bosch, Delphi, Denso, Stanadyne and VDO for many years. And, since 2013, also for the official Bosch Diesel-Service.

Service, Know-how and Exchange Programmes

The company's customers are mainly workshops that come with engine problems. "Our three mainstays allow us to work directly on the vehicle and to carry out failure diagnosis. Thus, we are able not only to eliminate symptoms of motorengine problems but to determine the reasons", says Rudolf Oesterwinter. Service and expertise are further competitive advantages for Motoren Eckernkamp in competition with OEMs



The CEO and shareholders Markus Moeller, Rudolf Oesterwinter and Marcus Bienert (left to right).

in the market for exchange spare parts. This is not least due to the fact that the company has developed exchange programmes for a broad range of engines and injections systems. "We specialise in engines for Fiat Ducato and Iveco Daily, which are also used in industrial units. We have all types of this in stock and constantly buy engines," Rudolf Oesterwinter explains. "We stock injection systems, high pressure pumps and injectors for all common vehicle models and also sell them beyond Germany's borders."

"One goal is to expand even more within this area. Our know-how and equipment offer the best prerequisite for this", adds Markus Moeller. "Yet another plus is the part pick-up service, which we established about a year ago." In order to maintain highly qualified staff for the future, Motoren Eckerkamp trains young people in professional automotive mechatronics as well as in commercial aspects of running the business. "In our industry success depends on well-trained employees. We are happy to play an active role here", Rudolf Oesterwinter says. ■



Virtually all injection systems of all manufacturers can be checked and repaired.

PREMIER COMPONENTS UK LTD

WE BUY

PASSENGER CAR AND LIGHT COMMERCIAL PRODUCTS

 ALTERNATORS	 STARTER MOTORS	 TURBOCHARGERS	 STEERING RACKS	 STEERING PUMPS	 BRAKE CALIPERS	 DIESEL INJECTORS
 DIESEL PUMPS	 TRANSMISSIONS	 AIR CONDITIONING UNITS	 ENGINES	<p>OUR VISION: "TO BRING GREATER VALUE TO OUR CUSTOMERS"</p>		

YOUR TRUSTED GLOBAL CORE BROKER

WE SELL

HEAVY COMMERCIAL PRODUCTS

 CALIPERS	 TURBOCHARGERS	 CLUTCHES	 STARTER MOTORS	 ALTERNATORS	 DIESEL FIE	 TACHOS
 STEERING BOXES	 TRANSMISSIONS	 AIR VALVES	 AO BLUE UNITS	 BRAKE CHAMBERS	 COMPRESSORS	 ENGINES

LARGE STOCKISTS OF PASSENGER CAR, LIGHT AND HEAVY COMMERCIAL PRODUCTS

Tel: +44 (0) 1789 720061 • Fax: +44 (0) 1789 722429 • www.premiercore.com
 Unit 701 • Long Marston Storage • Campden Road • Long Marston • Stratford-upon-Avon • Warwickshire • CV37 8QR • United Kingdom