

# Remanufacturing: Operating Practices & Strategies

by Robert Lund & William Hauser

A new report published by Boston University on the remanufacturing industry examines practices and strategies employed by firms in the industry. Prepared by professors William Hauser and Robert T. Lund, the 11 page report focuses on the business of remanufacturing, the industry dedicated to restoring life to a wide range of durable products, from lubricating oils to locomotives. The report draws on the authors' decades of study of the industry, and from their database of thousands of remanufacturers, and case studies of successful companies in the industry.

The report, "**Remanufacturing: Operating Practices and Strategies**," is the third in a series issued by the authors over the past 12 years. As stated in its Executive Summary, "The report is intended for members of the industry and their suppliers and customers, for students of the industry, and for public policymakers who are interested in promoting the activities of the industry." Very little has been published about this industry, despite its contributions to the economy in terms of employment, energy and materials conservation, and as an income source for many small to medium-sized firms.

The report expands the horizons of the industry by identifying 112 different product areas, such as motor vehicle parts, electric motors, industrial valves, medical equipment, and even guided missiles, in which remanufacturing is being done. It looks at the means that firms use to obtain their "raw material" – the worn-out, discarded, or traded-in products that can be restored to like-new condition. It examines the different strategies that are used to grow the firm and to remain profitable in a changing, increasingly global economy.

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