



SULLAIR®

WHY TO AVOID THE TEMPTATION OF “WILL FIT” PARTS

By Kyle Treble



If your industrial or portable air compressor goes down or needs maintenance, temptation sets in. The temptation to spend a few bucks less, or to head to your nearest parts store or an online, third-party store to buy some “will fit” parts. Of course, you want to get your operations back up and running as quickly as possible on the jobsite or in your facility. We want your operations up and running quickly too – but the temptation to choose “will fit” parts over Original Equipment Manufacturer (OEM) parts from Sullair or our authorized distributors simply isn’t worth the risk, and I will explain why.

“Will fit” parts are similar in kind but are not a perfect fit because they are manufactured by a third party. They are not engineered to fit our compressors, like OEM parts. Our engineers design OEM parts to work most efficiently with our machines. While the parts may look similar, there are plenty of dangers associated with purchasing “will fit” parts.

“Will Fit” Parts:

- Offer lower upfront costs but are typically of lower quality and often harm the compressor in the long run. “You get what you pay for” often rings true. Sure, maybe you’ll save a few dollars now but is it worth potentially thousands of dollars of damage in the long run?
- Are not engineered to fit our products like OEM parts and are not vetted by Sullair engineers
- Offer a very small chance that the parts will fit and function properly compared to OEM parts
- Offer no guarantee as to quality, since they were not manufactured by Sullair or our approved suppliers
- Will void any applicable warranties on your compressor, such as the Diamond or Emerald Warranty

Genuine OEM Parts:

- Offer a greater assurance of quality, as they are built specifically for Sullair air compressors and are vetted by our engineers
- Are backed by testing and research data to ensure Sullair has the best quality parts available
- Come with a warranty and protect your compressor's warranty (i.e., Diamond Warranty and Emerald Warranty) as well

Spot the Differences

Case in point, let's look at filters as an example. On Sullair OEM filters, efficiency data is listed right on the label. Good luck trying to find such information on a "will fit" element.

Other differences include:

- The unique spiral center tube on Sullair filters allows for more fluid flow without compromising collapse strength
- The smooth louvered center tube design eliminates pleat tip wear of the media
- Center tubes with holes must balance the flow area with collapse strength
- Sharp edges around holes on competitive tubes which can cause media tears during pleat movement

The inner seal of filters also includes noticeable differences, such as:

- The Sullair seal is resilient and constructed of a molded elastomer designed for extreme heat and cold applications
- Some competitive filters do not have a seal between the thread plate and end plate
- Competitive brands may use paper, cork and, in some cases, plastic spacers

When deciding whether to go with genuine OEM parts or "will fit" parts, the better question to ask would be is it worth the risk or temptation? Just because it fits doesn't mean it will do the job; and just because you may save a couple of bucks now doesn't mean you won't pay thousands more later.

Lube Filtration

Sullair Microglass Element Efficiency

Sullair puts their efficiency data right on the label! Good luck finding such information on a will-fit element!

- 50% @ 4µm
- 95% @ 12 µm
- 98.7% @ 15 µm

