



*When Power is Critical*

**IPU**  
GROUP

*Filtration, Engine Heating,  
Sub-Assemblies and Single Sourcing*

## **A SUPPLY PARTNER, NOT JUST A SUPPLIER**

**Improve your efficiency, accelerate your production and cut your costs with IPU's supply, procurement and sub-assembly expertise.**

[www.ipu.co.uk/racor-fuel](http://www.ipu.co.uk/racor-fuel)

[www.ipu.co.uk/heating](http://www.ipu.co.uk/heating)

[www.ipu.co.uk/sub-assembly](http://www.ipu.co.uk/sub-assembly)

[www.ipu.co.uk/sourcing](http://www.ipu.co.uk/sourcing)

# PARKER RACOR FUEL FILTRATION

Fuel contamination, either in the form of water, diesel bug or solid particulates, will always find its way into stored fuel. Even the smallest amount of contamination can cause major problems for modern diesel engines. They operate at such high pressures that tiny particulates and vaporised water can destroy injectors or damage cylinders.

Parker Racor is the established market leader for on-engine filtration products. They provide the final layer of protection for the engines that support your business. IPU are one of Racor's most experienced distributors in the UK. With over 30 years' experience, we can guide you to the product that suits your engine and application.

## Highlights of Parker Racor's range:

- The 500, 900 and 1000 turbine series offer protection for the largest and most critical engines in your fleet.
- The 100, 200, 400, 600 and 700 spin-on series provide effective, convenient and compact filtration for cramped engine compartments.
- The CCV series provide crankcase ventilation filtration to prevent atmospheric pollution.
- The SNAPP fuel filter range offer simple removal and replacement, making them ideal for small engines and hire companies who need fast service turn-around.
- Brand new 3D filtration media for the FBO series of fuel filters can extend service life up to 50%.

**IPU understand more than the basic specifications of your engines; we understand your application from start to finish. We have decades of experience handling on-engine filtration for pumps, gensets, compressors and other industrial engines. Whatever your requirement, IPU guides you to the most appropriate filtration units and elements.**

For more details please visit:  
[www.ipu.co.uk/racor-fuel](http://www.ipu.co.uk/racor-fuel)



## ENGINE HEATING

**Engine pre-heaters ensure instant power and first-time starting for engines operating in low temperatures.**

**Engines in emergency gensets and fire pumps have to start first time and they have to provide full power within seconds of starting.**

Pre-heaters keep coolant at 32°C so the engine starts as powerfully and as quickly as if it had been running minutes before.

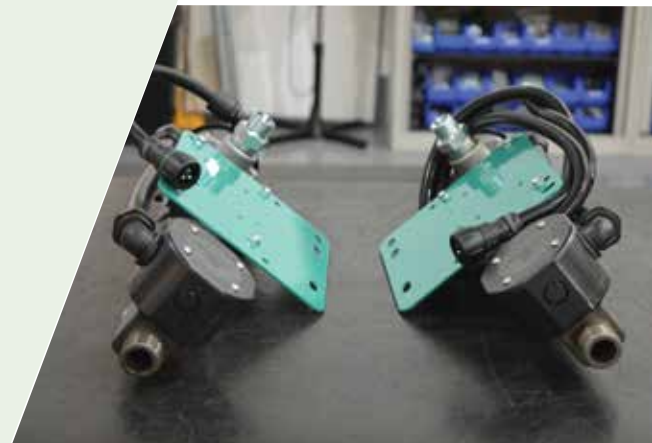
IPU supply two types of coolant pre-heater: pumped and thermosiphon. Pumped heaters make sure heated coolant reaches every part of the engine. Thermosiphon heaters are a more economical option that rely on convection to carry warm coolant through the engine's galleries.

### **The benefits of coolant heating systems include:**

- The engine reaches full power immediately.
- The engine starts more reliably.
- Low-temperature engine wear is reduced.
- Fuel consumption decreases.
- Start-up emissions are reduced.
- Engines can be on standby without the noise and emissions of actually running.

### **IPU's engine heating experts can specify the perfect solution for your application from a wide range of heating products:**

- Engine coolant heaters.
- Diesel and oil heaters.
- Battery heating pads and wraps.



For more details please visit:  
[www.ipu.co.uk/heating](http://www.ipu.co.uk/heating)





## VALUE-ADDED SUB-ASSEMBLY

**Streamline your purchasing and manufacturing activities by out-sourcing sub-assemblies to IPU. We will slash your production time, reduce your costs and simplify your purchasing and logistics.**



**IPU are far more than a simple distributor. By pre-assembling component clusters we give you sub-assemblies that are ready to fit from the box.**

**We offer a sub-assembly service across a range of products:**

- Engine heaters with all brackets, hoses and connectors fitted.
- Fuel filters in single, duplex or triplex configurations plus hoses and connectors.
- Pump assemblies with custom brackets, pipework and connectors.

**IPU's value-added sub-assembly service delivers numerous benefits, some obvious, some more subtle:**

- Reduce labour costs: what used to consume hours of staff time now takes minutes.
- Faster production: with fewer assembly operations, your production line will be able to respond to faster customer deadlines.
- Reduction in suppliers: you only need to maintain one supplier relationship for the filters, heaters, pumps, brackets, hoses and connectors that used to come through several.
- Simplified stock-holding and logistics: one quick-fit sub-assembly reduces the number of deliveries and the volume of stock you need to hold.
- Improve manufacturing reliability: every sub-assembly is tested before it leaves IPU.

#### **The savings**

IPU's value-added sub-assemblies can result in significant savings for OEMs. Some sub-assemblies can save you an hour per engine built, conservatively valued at £145 per day by IPU's existing customers. The administrative and logistical savings are the icing on the cake.

#### **Take advantage of our advantage**

IPU are a specialist supplier of heating and filtration products. We purchase components in volume and attract low prices from our suppliers. Our sub-assemblies incorporate these savings, delivering an assembled product to you that is priced remarkably close to the price you pay for the loose components.

#### **The consulting expertise to make it happen**

Operational momentum makes us build things the same way we always have because we are so accustomed to a particular modus operandi.

IPU has production consultants and Six Sigma specialists who can work with your teams to identify inefficiencies and deliver cost-saving solutions. We can help you design the sub-assemblies and processes that will help you achieve your performance and profitability targets.



For more details please visit:  
[www.ipu.co.uk/sub-assembly](http://www.ipu.co.uk/sub-assembly)





## SINGLE SOURCING

**If your business needs it, IPU can source it. Our single sourcing team removes the headache of finding critical products, negotiating with new companies and managing numerous suppliers.**





**IPU has years of experience supplying products to genset manufacturers, genset rental businesses, engine manufacturers, offshore and marine suppliers and off-road machinery suppliers. We supply companies in Europe, the Middle and Far East, America and the rest of the world. We have become the one-stop shop businesses depend on to procure the vital component they need.**

#### **Core competencies**

All businesses have their core competencies and strategic relationships. Successful businesses focus on these and out-source anything that distracts from them. This is where IPU steps in. Companies commission IPU to source components so they can focus resources on their core business.

#### **Fast response, expert advice**

IPU's single sourcing service provides a rapid and educated response to enquiries. With decades of experience supplying engine manufacturers and distributors, the marine and offshore industries and oil and gas operators, we understand the equipment and scenarios you face. With IPU, you do not have to educate your supplier about what you want. Our experts will understand.

#### **Reduce stock-holding and release capital**

Many businesses prefer to buy from IPU even when they know the original supplier. Buying to order from IPU means they avoid the original supplier's minimum order quantities, keep their stock levels low and get quantity pricing without buying large quantities. Capital that would have been tied up in stock can be put to better use elsewhere.

**Working in partnership with our OEM customers, we help source items as diverse as:**

- Senders.
- Switches.
- Fuel level gauges.
- Instrumentation.
- Pumps.
- Control panels.
- Magnetic pick-ups.
- Filters.
- Silencers.
- Temperature sensors.
- Flow valves.
- Selective Catalytic Reduction (SCR) units.

For more details please visit:  
**[www.ipu.co.uk/sourcing](http://www.ipu.co.uk/sourcing)**



**IPU GROUP Single Sourcing**

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