

well as to ensure that it is clean and new when it leaves the factory.

David adds: "Heads come over to a separate area where they are pressure tested under water after cleaning. We try and catch everything before the production process as we don't want to have a component go through the entire process, and storage process, only to find that it is no good. We would rather put it through to scrap at the earliest stage possible. The whole process for breaking down and rebuilding an engine takes around three days."

Walking through the plant and watching the engineers as they undergo their tasks is extremely interesting. In development each of them must work on hundreds of different engines, taking them apart and cataloguing components, while others in main production will pick and build batches of engines from scratch for particular vehicles ready to go into stock.

It started to become clearer as to which engines were the ones that the company works on more, as David told me: "Most of our work is diesels as they seem to be more unreliable with stresses of horse power gains and higher mileage vehicles they service. They are also a lot dirtier so require more cleaning and especially the commercial vehicles, they are often used under more pressure and stress, so we see a larger proportion of our work in the diesel engine market."

### Keeping process

Every process, even stripping, has a spec sheet so the guys know what they need to do, what they need to look for and ensure they do the job to the best ability. Ivor Searle also uses its own part numbers rather than manufacturer ones to ensure it can control the catalogue more efficiently.

To ensure every engine leaves the factory in top condition, and perhaps also highlighting the difference between remanufacturing and reconditioning, every head that comes through the process is skimmed to ensure good contact with gaskets, while cranks are grinded to OE

specifications as well. It is this level of attention that any remanufacturer pays to their work, ensuring the components leave better than when they arrived, no matter what the original fault. The company has grown to know certain issues with certain engines and can fix these problems too before an engine goes out, even if it wasn't the initial reason for a breakdown. This ensures the build a reputation for quality components.

It is not just car and van engines as David explains: "We deal with all sorts of engines in our bespoke one off rebuild workshop, from cars and motorcycles to tractor engines. We get a lot of V8s too, which need cranks balancing and all sorts. We even look after motorsport engines which come to us to be stripped, cleaned and rebuilt. There is also a demand for classic car engines, which again, we will strip down and rebuild with new components if possible to improve their performance."

### Sent out

One interesting fact gleaned, and again a measure of the benefit of reman over recon, is that once an engine is stripped it is very unlikely to go back together with the same parts. When the order is placed, the engine is built using parts that have been machined and put into storage.

Once built, engines are painted in the traditional Ivor Searle matt black, which is not simply a marketing exercise but protects them from corrosion. They are then suspended in a crate ready for shipping to the garage. Every engine is guaranteed for 12 months including unlimited mileage and if held in stock, they can be shipped for next day delivery.

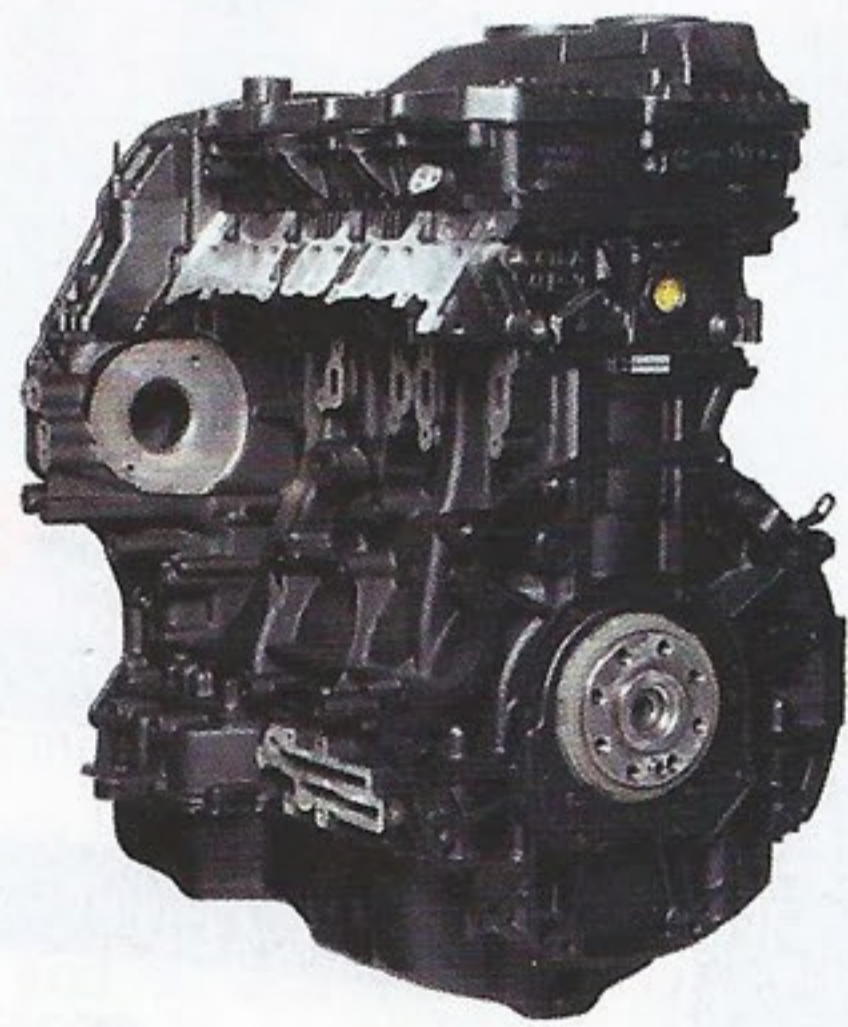
Walking around the plant really opened my eyes to the difference between reman and recon, and it is something that, if explained properly to the customer, could dispel the myths that remanufactured components are simply cleaned up and repaired units. They often offer more in the way of performance or reliability for less cost than new parts.

### E-commerce at Ivor Searle

Ivor Searle, one of the UK's leading independent producers of remanufactured engines, cylinder heads, gearboxes and turbochargers, has introduced a new e-commerce website - [www.ivorsearle.co.uk](http://www.ivorsearle.co.uk). As a result, motor factors can now instantly check the availability and price of the company's high quality products with a simple mouse click.

The website features a comprehensive search facility, allowing registered users to find the product they require by VRN, vehicle make and model, engine code or reference. Ivor Searle hold comprehensive stocks to ensure first class customer service and minimum vehicle downtime. Ivor Searle's all makes programme covers petrol and diesel vehicles with new applications constantly being added.

01353 720531 | [www.ivorsearle.co.uk](http://www.ivorsearle.co.uk)



### No brake in expansion

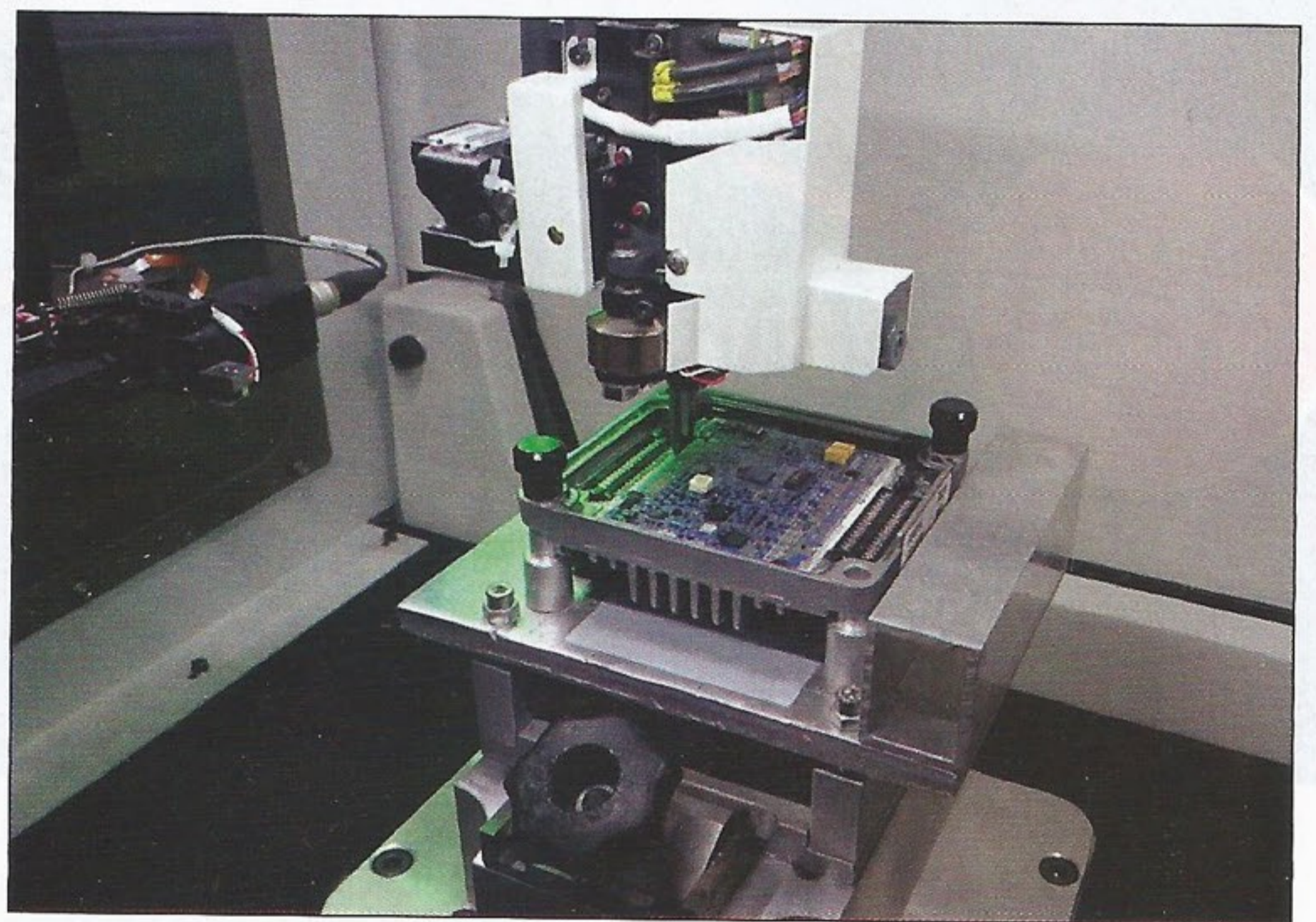
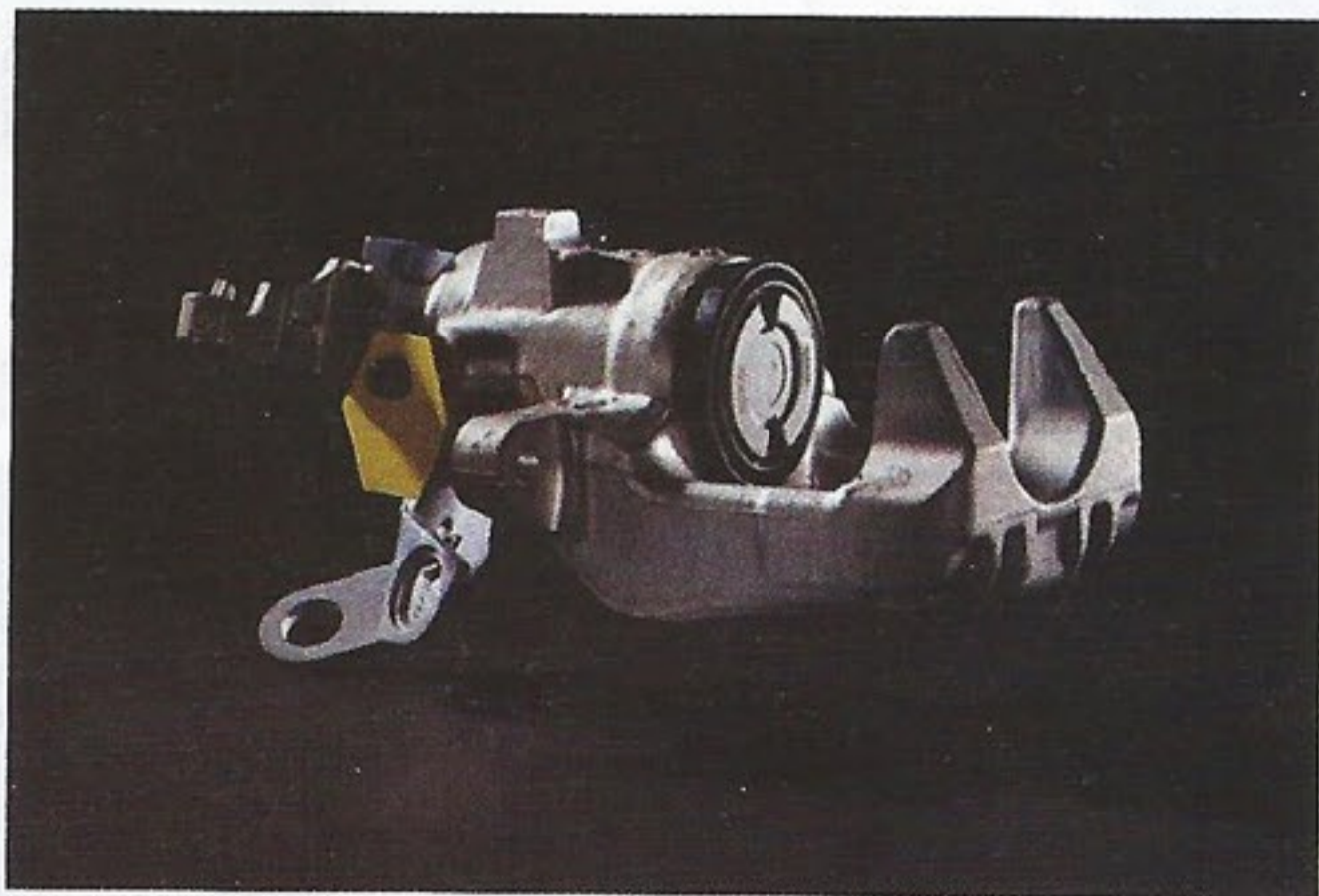
Brake Engineering has extended its product range by introducing six new brake calipers and one additional wheel cylinder.

The braking specialist continues to launch new products each month covering an even wider vehicle parc as it remains committed to securing optimum customer satisfaction.

The latest additions to its caliper range cover both left- and right-hand vehicle applications including: Fiat Panda and 100 (2010); Ford Transit and Transit Custom (2012); and also Audi A1 (2010).

Meanwhile, Brake Engineering's new wheel cylinder covers Isuzu D-MAX and Rodeo (2007).

[www.brake-eng.com](http://www.brake-eng.com) | 01978 667 810



### Complete remanufacturing

ACtronics remanufactured components will have an equal quality compared to a new one and your margin will be better than with a new part, thanks to our special approach.

They test the component for the specified faults. The testing equipment used is developed in-house by the company's own Research & Development team that contains 10 experienced engineers.

After this extensive diagnosis, the component will go through a full remanufacturing program. ACtronics is convinced that replacing defective subcomponents for new and preferably improved product versions is the only correct method for obtaining a longer lifespan. That's also the main reason for NOT working with used parts.

They always replace all known weak parts, not just the ones that tend to be defective. A simple repair seems beneficiary in the short term but eventually other parts will fail too, which then leaves the customer with another repair bill.

ACtronics is a company that remanufactures almost 300 components each day, which then find their way into 19 different European countries. Besides ECUs, they also remanufacture components like TCUs, ABS ECUs, instrument clusters, display and throttle bodies.

01206 849 920 | [www.actronics.eu/en](http://www.actronics.eu/en)