

A PERFECT CIRCLE

Find out how remanufactured components are being put back to good use, helping customers and garages too

According to David Eszenyi, Commercial Director at Ivor Searle, remanufactured components offer a number of benefits to garages: "Remanufactured components offer a huge commercial advantage to independent workshops operating in today's competitive vehicle repair market.

"Costing up to 40% less than their OE equivalents, remanufactured products such as the engines, cylinder heads, gearboxes and turbos offered by Ivor Searle, provide garages with a competitive edge. This enables them to secure business without compromising on quality, warranty protection or customer service."

Sustainability

According to David, remanufacturing also contributes towards sustainability: "Now that all EU manufactured cars have to be 95% recyclable, the automotive sector has become a trailblazer for sustainability. Remanufacturing is a fundamental part of what's known as the 'Circular Economy,' as it's a cost-effective alternative to manufacturing brand new products and at the same time saves on raw materials and energy. For example, a remanufactured engine from Ivor Searle will save 55kg in core metal whilst using 85% less energy than manufacturing. It's a win-win all round."

It is helpful to fully understand what remanufacturing is. Here, David defines it for us: "To remanufacture a component is to bring it back to OE quality when it is not functioning correctly. For example, every engine that comes through our Soham-based facility is remanufactured to stringent specifications that both meet and exceed the ISO 9001:2015 quality management standard and BS AU257:2002, the code of practice for remanufacturing set down by the BSI. These standards are crucial to our business and serve to reassure our customers that the remanufactured products they source from us perfectly suit their purpose and match OE quality."

Go-to choice

Remanufacturing is not just about mechanical parts though. Having electronic automotive components remanufactured is becoming a more popular choice amongst garages, engineers and technicians than it has for many years.

Kevin Barnbrook from ACtronics observes: "Rather than condemning a unit that has become broken or faulty, garages are looking to other methods, such as remanufacturing to keep the vehicle on the road.

"New units can reach thousands of pounds, which coupled with the cost of labour for time taken by techs at the garage could then write a car off. This would considerably shorten the life expectancy of the vehicle, well before its time, simply because owner of the vehicle cannot afford to buy a brand new unit. This is why remanufacturing is becoming the go-to choice for members

of the automotive trade in finding alternative cost effective choices for their customers."

Circular Car

This brings us to another circle, and the concept of the 'Circular Car.' Kevin explains: "As cars become more technology and electronically advanced there is more of a reluctance to write the car off before the car has reached its end-life cycle, which then would lead to customers favouring to remanufacture components than buy new, which help towards the theory of the 'Circular Car'.

"As part of the ethos of the 'Circular Car', once we have remanufactured a unit, the unit's lifetime is then being increased and, in some circumstances, making its life greater than the original specifications and could outlive the lifetime of the car itself. This can be done because we do not just repair the defective component, but we remanufacture all components that are known to fail in the unit itself.

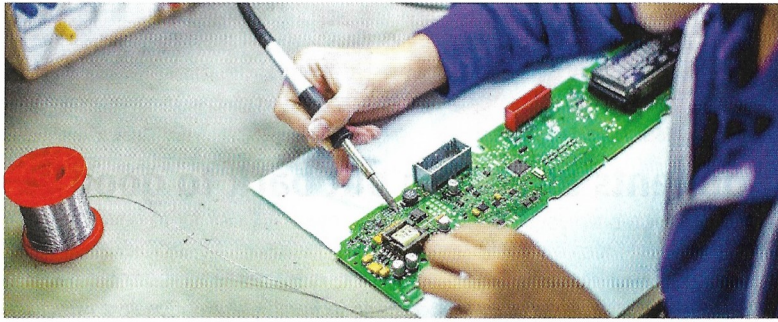
"Another advantage to remanufacturing over buying a new unit is that ACtronics will provide a two year warranty for the work carried out on any unit that has been remanufactured. If you were to buy a new unit, the warranty more often than not is only for one year, which gives further peace of mind."

Cost

Cost is an issue that plays into this, as we have seen. "When choosing remanufacturing over purchasing a new unit," says Kevin, "it is important to weigh up the benefits of both, with cost becoming a key factor. It is commonly known that having a unit remanufactured rather than buying a new unit, could save customers potentially thousands, with new units costing anything up to ten times the amount of a remanufactured unit.

Below:
At the ACtronics plant

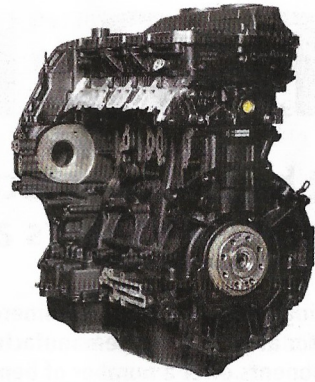




"For remanufacturing to be successful, in-depth research and development needs to go into each and every unit that is offered, which will include reverse engineering and exploring all possible failures on the unit. Because of this, these processes and developments could take in excess of 20 weeks before any unit has gone through a quality control process and then added to our extensive catalogue of units that we are able to remanufacture. Although we see a lot of units that need remanufacturing, there is also a high number of units that test ok simply

because basic tests have not been carried out on the vehicle to determine where the fault is. Having a fault code pointing towards a component does not necessarily mean the component itself is faulty. We do require testing and diagnosing done on the vehicle before sending a unit to us, not guessing that a unit is particularly faulty."

Kevin adds: "A simple wiring or sensor check could find the fault elsewhere on the vehicle, which could save the customer time and money in removing and sending components to us that do not need to be."



Ivor Searle - 70 years of expertise

With over 70 years of experience, Ivor Searle is one of the UK's leading producers of quality remanufactured automotive products. The company offers an all makes programme of engines, cylinder heads, gearboxes and turbochargers for petrol and diesel cars and light commercial vehicles. Ivor Searle also provides a fast-turnaround professional DPF cleaning service that delivers as new levels of cleanliness by removing all soot and ash deposits. To ensure peace of mind, all Ivor Searle engines, cylinder heads, gearboxes and professionally-cleaned DPF's are covered by a 12-month unlimited mileage parts and labour warranty, while a two-year warranty covers all turbochargers. Ivor Searle holds comprehensive stocks across all products to ensure first class customer service and minimum vehicle downtime. Free next day UK mainland delivery is also provided for stock items ordered before 3.30pm. Ivor Searle has an extensive UK-wide distributor network, so no matter where you are, you're never far away from an Ivor Searle product.

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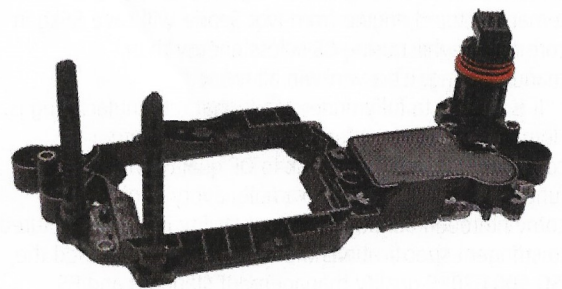
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Mercedes Temic VGS TCU

The Mercedes Temic VGS Transmission Control Unit (TCU) is found on both the A and B class models. When these units become faulty, there will usually be fault codes relating to the Transmission Range Sensor, RPM signal faults, open circuit failures. Examples include 0705, 0722, 0723, 0746 and 0766. Because of the various faults that can be found on this unit, ACtronics do not just repair just the one defective component, they will remanufacture all known components that become defective within the unit. ACtronics is convinced that replacing defective sub-components for new and preferably improved product versions, is the only correct method for obtaining a longer lifespan. The company base this on its extensive knowledge and experience. As far as the company is concerned, the fact that its customer base continues to grow, reinforces this view and professional approach. All test equipment is developed by ACtronics, both the software and hardware parts as well as the mechanical design. Its head office in Almelo, Netherlands, rebuilds more than 200 automotive electrical parts, excluding displays and airflowmeters, per day, which then find their way into 19 different European countries.

www.actronics.co.uk