

THE RE-GENERATION GAME

Cost-saving while also being environmentally friendly, remanufacturing is a win-win for everyone. Find out how to take advantage

When a component fails, you might think that will be the end of it, which is a shame when you consider the effort and resources that went into making it. However, many components can be comprehensively regenerated through remanufacturing.

As a result more and more people are realising that reman means a glowing future for what might otherwise just be a broken piece of kit, and a handy saving for the garage, and its customers.

Environmental benefits

Ian Buxcey, Senior Manager Global Remanufacturing at BorgWarner says: "According to industry experts, remanufactured components require around 80% less energy and natural resources than new series products do. As this process results in a single part having multiple lives, raw materials are saved too. Moreover, the reduction of energy consumption contributes to minimising greenhouse gases and improving air quality.

"BorgWarner has extensive expertise in remanufacturing products all around the world – a process that is not only good for cost-sensitive customers but offers crucial



Below:
Borg Warner
REMAN turbo
charger before
and after
remanufacturing

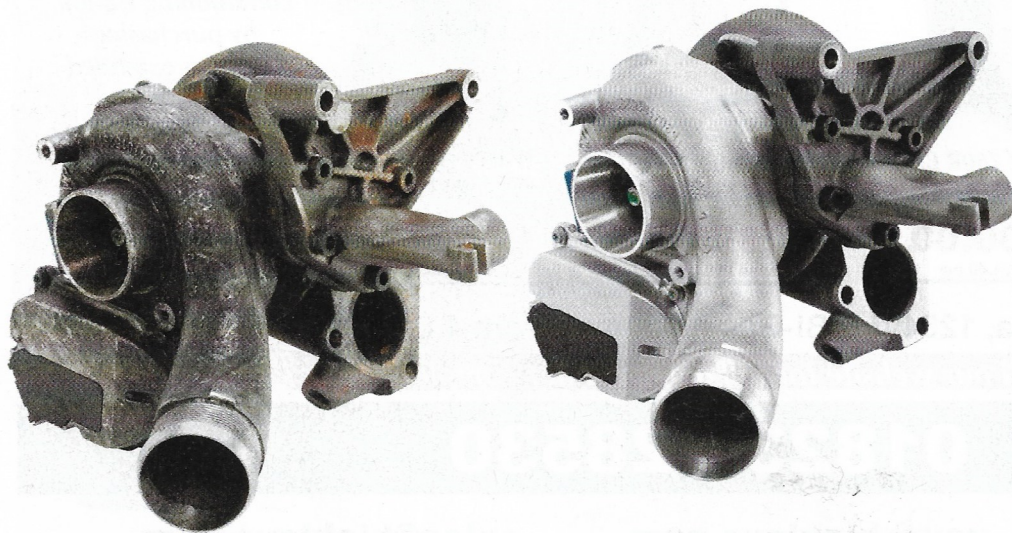
environmental benefits as well. The company has been providing its customers with REMAN products such as turbochargers and exhaust gas recirculation (EGR) valves for 27 years.

"Up until now, we have been able to reuse around 4.1 million turbine, bearing and compressor housings,

saving 14,300 tons of cast iron and 3,700 tons of aluminum in the process. In this way, we actively contribute to cleaner and more environmentally friendly mobility. For many years now, sustainability has been an essential part of BorgWarner's vision in both its product portfolio and its manufacturing operations."

According to Ian, not all remanufacturing is equal: "When we talk about the benefits of our REMAN products, it is important to keep in mind the difference between BorgWarner's remanufactured products and non-genuine products. The latter will most likely not have sophisticated cleaning, assembly testing or measuring equipment. As a result, the turbocharger will hardly be able to offer its original performance. In the worst case, in fact, non-genuine products can cause serious damage to the engine, making extremely costly repairs necessary.

"In contrast, BorgWarner's products are remanufactured by highly trained technicians who use the same

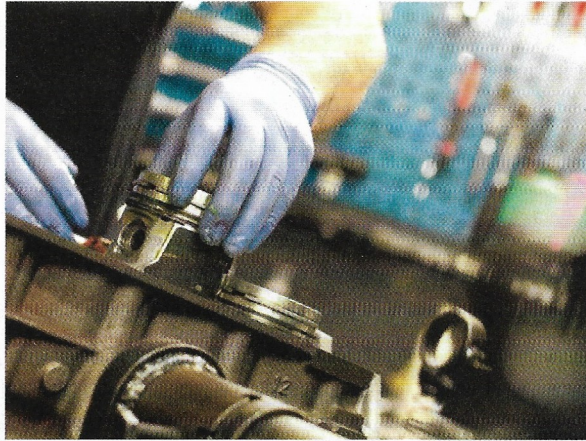


systems and equipment as those who manufacture new series products. In addition, the same quality checks and standards apply to both remanufactured and new series products. Another benefit when choosing our REMAN products: our customers do not have to wait. Units are supplied from a stock of REMAN products and you receive a credit note for your old turbocharger. Its value depends on whether parts are missing, flanges are broken or there are similar problems. It is therefore well worth it to remove your turbocharger carefully before handing it in to BorgWarner."

Cost-conscious

The cost-saving is an added bonus: "By remanufacturing used turbochargers which are not working properly," points out Ian, "we offer customers all around the world a cost-conscious alternative that fits in with the current value of their older vehicle. In general, a remanufactured product will cost you around 30% less than a new series product will.

Ian adds: "BorgWarner's REMAN program is based on a complex worldwide professional operation featuring the highest possible engineering standards as well as quality testing."



” Remanufactured components require 80% less energy

Satisfaction

Despite the benefits, some people still need persuading. ACtronics' Kevin Barnbrook says: "There seems to be a stigma attached to remanufacturing that suggests that remanufacturing a unit is not going to be able to provide the customer satisfaction, reliability, durability or quality that a new unit can provide. Is it fair to think that?"

Some believe a new unit is the only trusted solution, because a brand-new unit cannot fail, or can it? In this profit-driven industry, is it really the best option for a garage and their customer? In reality, remanufacturing is the solution for low-cost repairing, one that also provides a quality service."

Ethos

Understanding counts in this area. Kevin comments: "A lot of people fail to know what the difference is between repairing and remanufacturing and this has led to the failure of trust and understanding between the company and the garage in using a remanufacturing service. Repairing an electrical control unit means you will be replacing the particular component causing the failure. However, remanufacturing replaces all the components that are known to fail whether they have failed or not, making the control unit 'as new', like out of the factory.

"At ACtronics we believe in the ethos of the circular car and how a car does not need to succumb to an early end of use many years before its projected 'use-by date', because an expensive control unit needs to be

replaced. Our aim is to provide a quality lasting remanufacture on control units, at a competitive price, so that costs can be kept to a minimum for the end customer and for the car to get back on to the road.

"We do more than just remanufacturing at ACtronics though. We are here to give advice to our customers on the faults provided and whether it is indeed the unit at fault.

Take the example of a brake pressure sensor fault on an E46 BMW. This is usually an external feature located on the master cylinder rather than the ABS unit. As part of our remanufacturing process, we rarely have the need to touch or adapt the software or programming on units. Whether the unit has been tested ok or has been remanufactured, the unit will go back onto the vehicle as it came off, but in a working remanufactured way. This is in contrast with a new unit, which will need to be programmed to the vehicle, necessitating extra time and money being spent."

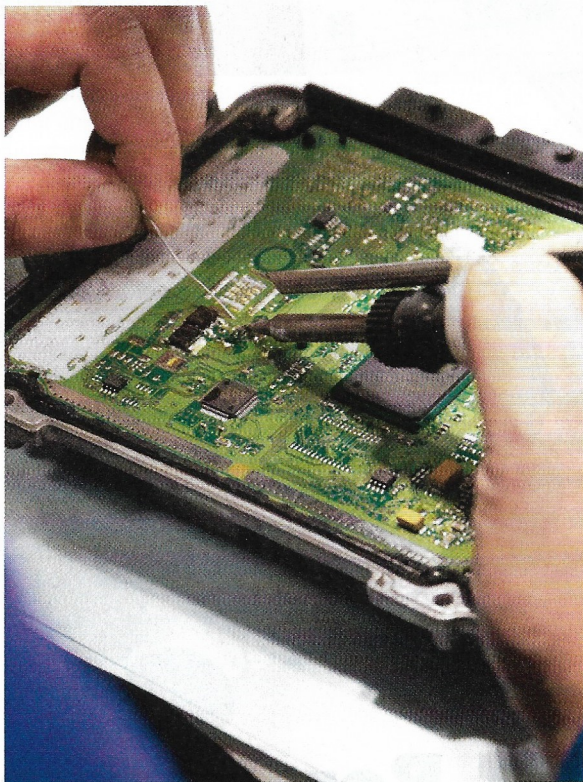
Kevin adds: "ACtronics offers its customers a two-year warranty on all remanufactured units, which stays with the part, not the owner of the vehicle, unlike the one-year warranty offered on new units from a dealer, giving more peace of mind for the customer."

Trends

Trends in car design are having an impact on the trend towards remanufacturing. Helen Robinson, Marketing Director at Euro Car Parts, comments: "Over the past decade, there has been a significant trend towards the use of remanufactured turbos. Roughly 70% of the turbo market is taken up by remanufactured units.

"The majority of turbos begin to have issues or fail after around six or seven years. Even then it is often the case that only high-mileage or poorly maintained vehicles will be affected - with the cause often related to improper or no oil change. As such, turbos are a high-ticket item and certainly not an impulse purchase, offering garages with the training and commitment the chance at increased profits. If you do not currently have the in-house skills to repair turbos, it might be time to address it now as the market is only set to grow."

Helen continues: "Euro Car Parts stocks a comprehensive and



expanding portfolio of remanufactured turbos through its TURBOJETZT range. We have expanded to over 1,200-part numbers. TURBOJETZT units also come with all the required fittings, alongside a two-year warranty."

She adds: "With a majority of diesel and newer petrol vehicles using turbochargers for greater performance and efficiency, there is sure to be work available for those who are prepared."

Commercial advantage

According to David Eszenyi, Commercial Director, Ivor Searle, opting for remanufactured components can help really workshops: "Remanufactured components provide a commercial advantage to independent workshops operating in today's vehicle repair market. Because they typically cost up to 40% less than their OE equivalents, remanufactured products offer garages a competitive edge.

"However, although it's more economical to source a

remanufactured product, quality is key when choosing a supplier. The process of remanufacturing an engine or component back to OEM standard is complex and demands significant investment, in-depth technical expertise and rigorous inspection procedures. Every Ivor Searle remanufactured engine conforms to BSI AU 257:2002, the British Standard Automobile Series Code of Practice that applies to the remanufacturing of internal combustion engines."

Below:
ACTronics facility



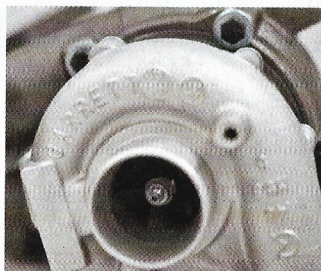
Commenting on the remanufactured products Ivor Searle offers, David says: "Ivor Searle offers an all makes range of high-quality remanufactured petrol and diesel engines, cylinder heads, gearboxes and turbochargers for cars and light commercial vehicles. Our product portfolio aims to reflect the latest trends in the UK's vehicle parc. We constantly monitor demand for specific engine types and new introductions to ensure our extensive product ranges are always up-to-date to help garages to secure business when it comes to replacing major units. To guarantee peace of mind, all Ivor Searle engines, cylinder heads and gearboxes are covered by a transferable 12-month unlimited mileage parts and labour warranty, while a two-year warranty covers all turbochargers. All products are also supplied with pre-installation guidelines for the workshop and model-specific instructions where required."

www.aftermarketonline.net

Remanufactured turbos

Ivor Searle's all-makes turbocharger programme covers diesel and petrol cars and LCVs with new applications constantly being added. The company provides free next day UK mainland delivery on stock items ordered before 3.30pm. Ivor Searle also offers a two-year unlimited mileage parts and labour warranty on all its turbochargers. All Ivor Searle turbochargers undergo quality checks and test procedures throughout the remanufacturing process to ensure durability and service life. Internal components are renewed as a matter of procedure and each turbo's rotating assembly is balanced on a computerised VSR machine to recalibrate the unit to OE specification before undergoing final quality inspection.

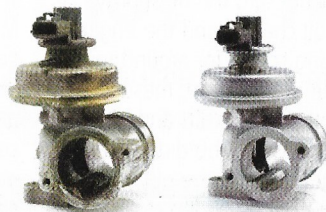
www.ivorsearle.co.uk



BorgWarner's REMAN EGR valves

Remanufactured solutions play a major part in BorgWarner's aftermarket portfolio. Among the REMAN solutions are exhaust gas recirculation (EGR) valves. This advanced solution precisely measures the exhaust gas flow, which is then directed back into the intake system. EGR valves reduce NOX emissions for most kinds of engines, supporting cleaner and more energy-efficient mobility. Remanufactured during a complex process, Borg Warner's REMAN EGR valves also save raw materials, energy and natural resources – making them even more environmentally friendly.

www.borgwarner.com/aftermarket

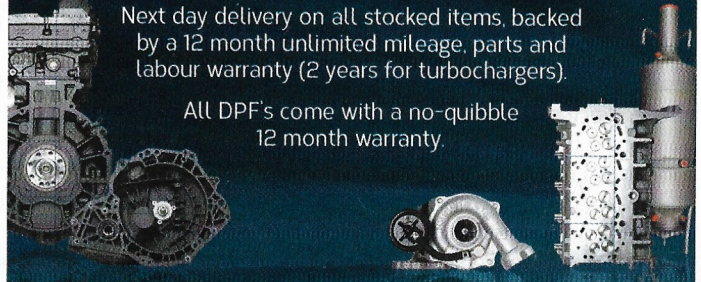


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