

# THE REMANUFACTURED ADVANTAGE



## MAJOR UNITS REMANUFACTURED TO OEM SPECIFICATION COST UP TO 40% LESS THAN BRAND NEW

With new car registrations falling by almost 30% in 2020 due to the current climate, it is clear that franchise dealers continue to face a major challenge when it comes to persuading motorists to change their car. In contrast, the scenario for the automotive aftermarket is arguably more positive thanks to continuing demand for used cars and light vans.

In particular, the expansion of the three-year-old plus parc for vehicles that are typically out of warranty represents an opportunity for independent garages, alongside specific growth areas such as the increasing number of self employed home delivery drivers using their own vehicles which are typically diesel. Diesels are highly prone to continuation in the fuel and emissions control systems which can result in blocked diesel particulate filters (DPF), turbocharger failure and, in the worst case, engine failure.



Ivor Searle Gear Box – boxed!

When it comes to selling the benefits of remanufactured automotive products, cost is the main advantage. Although it is more economical to source a remanufactured engine or gearbox, which can cost up to 40% less than brand-new, product quality and adherence to industry standards also need to be considered. These are key factors that distinguish quality units that are remanufactured to OEM standards and provided with warranty protection, from inferior reconditioned or refurbished products.



With this in mind, it's important to ensure that workshops understand the key differences between remanufactured products and reconditioned or refurbished items. Remanufacturing an engine or gearbox back to OEM standard is a complex process that demands significant investment in skills and equipment, as well as in-depth technical expertise and rigorous inspection procedures.

All remanufactured Ivor Searle engines are built to exceed the BS AU257:2002 Code of Practice. This standard sets out the difference between a quality remanufactured engine and a reconditioned unit. A remanufactured engine is one which has been returned to the vehicle manufacturer's specification to ensure levels of performance and reliability equivalent to the original engine. The

standard fully details how petrol and diesel engines should be inspected and checked against OEM tolerances and dictates that key components, including piston assemblies, big and small end bearings, as well as bushes, gaskets, seals, timing chains and drive belts are completely renewed.

Ivor Searle takes the standard demanded by BS AU257:2002 a step further by combining it with a quality management system certified to ISO 9001:2015 which is externally assessed on a continuing basis. ISO 9001:2015 is based around eight principles of quality that provide a framework to ensure a philosophy of continuous improvement is maintained.



Ivor Searle assembly facility

Only brand-new replacement parts sourced for their reliability and durability are used in the remanufacturing process, while operations, such as crack testing and machining components, are undertaken to ensure original performance is achieved with reliability. Ivor Searle also fully tests and inspects all engines as the final stage of the remanufacturing process.

As a result, garages purchasing a remanufactured engine can be confident that they are sourcing a unit that is built to the highest possible standard. In contrast, a reconditioned engine has been stripped or disassembled and cleaned and may, or may not, have had some damaged components replaced. Compare this to the remanufacturing process which aims to return a product to at least its original specification and performance with a warranty that is equivalent or better than that of its brand-new equivalent.

The Ivor Searle engine and gearbox programmes cover around 90% of the UK's passenger car and LCV parc with comprehensive stocks and free next day UK mainland delivery for stock items ordered before 3.30pm. For added peace of mind, all Ivor Searle engines and gearboxes are covered by a 12-month unlimited mileage parts and labour warranty.

To find out more contact your local branch or visit [www.ivorsearle.co.uk](http://www.ivorsearle.co.uk)

### The Ivor Searle engine remanufacturing process

