

Did you know that Ivor Searle supplies more than 1,500 distributors in the UK? Perhaps you're one of them. Feedback and analysis is telling the remanufacturer that demand for its customer own unit engine reman service is high.

# WHY THE DEMAND FOR CUSTOMER OWN UNIT ENGINE REMANUFACTURING IS RISING

**W**hile the market for the remanufacturer's 'off the shelf' car and LCV engines remains strong, Ivor Searle reports that its customer own unit (COU) remanufacturing is also expanding, especially for late model engines and hybrid units where there's limited or no core available. COU solves the availability problem by providing a solution to workshops when an exchange unit is not immediately available.

Extended vehicle replacement cycles and leasing terms are key drivers behind the growth in COU remanufacturing, according to David Eszenyi, Ivor Searle's commercial director:

"Factors across the country, as well as our customer service team, are reporting an increase in enquiries from leasing companies for late model replacement engines and hybrid powertrains for vehicles that have had their leasing periods

extended beyond the typical 36-month term and are no longer subject to OEM warranty cover.

"Because these vehicles are still comparatively new, sourcing old core is highly challenging and the supply of OEM parts is also limited. This has significantly increased demand from factors for COU engine remanufacturing, helping them to support workshops in getting their customers back on the road."

## HOW IS IVOR SEARLE MEETING DEMAND?

In order to meet this demand and providing parts are available, Ivor Searle has reduced the turnaround time for COU engine remanufacturing from 20 to 15 working days from receipt of the failed unit, as well as deploying more engine builders to the department, fully

utilising the remanufacturer's inhouse skills and engineering ability.

The COU service is a straightforward process which involves collection of the original failed engine from the customer's workshop and returning it to the Ivor Searle factory in Cambridgeshire where it undergoes the same inspection, cleaning and remanufacturing processes as the 'off the shelf' range. Remanufacturing is carried out in accordance with BSI AU 257:2002, the British Standard Automobile Series Code of Practice for the remanufacturing of internal combustion engines. Ivor Searle COU engines are also provided with a 12-month unlimited mileage warranty.

For more information about Ivor Searle, [GOTO www.rdr.link/FAQ011](http://www.rdr.link/FAQ011)

