



Worn parts are scrapped

The Head Shop was coherent in layout with the first room used as a stripping bay to break down the engine components before undergoing a deep steam and clean process. Eszenyi added: "We treat pistons as consumable parts and they all go in the bin along with the gaskets and bearings, before putting new ones in". There was a lot of rattling and twanging further on as the team re-built and sprayed the engines and cylinder heads in the workshop area. We managed to get a close up view of a reman built V12 classic Jaguar engine before it was packaged and sent out for distribution.

When asked about the training involved, Eszenyi said: "Cambridge has been a predominately growing area in engineering. Here it's growing so you've got no choice but to train everybody properly as long as they've got the mechanical knowledge". The firm has also taken on apprentices from colleges in and around the Cambridgeshire area to provide them with the necessary skills to carry out engineering on

reman components.

The final stop was the turbocharger and gearbox factory, which followed the same order, as the parts were broken down, cleaned, rebuilt and re-sprayed before they were boxed and sent off to stockists. Eszenyi wrapped up the tour: "Every garage in the network will know Ivor Searle for engines, but it's the aftercare where we win a lot of work. When something goes wrong we deal with it. We are like the Waitrose of the aftermarket". He added: "The warranty staff fix so many problems over the phone thanks to their in-depth experience and the aftercare service we provide".

#### EXPANSION

The company has some projects lined up with plans to expand its export business further into Europe by introducing next day delivery to its European customers. Eszenyi explained: "We are going to push further exports into Europe because the market is healthy as there is a lack of reman product". He continued: "Depending on the



Europe is the next market

courier, it could take four to five days to go there so we want to supply next day delivery as we do in the UK".

Eszenyi said the reman firm hasn't ruled out producing alternators, brake calipers and axles further down the line, but

for now, it will continue bulking out its fastest selling lines and distribution to the UK and Europe. We look forward to catching up again with the team at Ivor Searle soon.

✦ Daniel Moore