

ROUND AND AROUND – REMANUFACTURED COMPONENTS

Why opt for an unknown quantity? Remanufactured components offer many advantages. Find out how remanufacturing is putting parts back into use

In a world where the long-term consequences of producing items that end up being thrown away but are still usable has become a mainstream concern, remanufacturing seems to have come into its moment. Many vehicle components, from engines to electronics could be returned to use through the remanufacturing process.

There is still some resistance however, which Kevin Barnbrook from ACtronics laments: "For some within the automotive industry, 'remanufacturing' can be a dirty word. This could be because of the stigma that has been attached to remanufacturing over the years, and the loss of trust.

"This could be because of bad experiences or horror stories that have been passed through the trade. However, remanufacturing processes have moved on a long way in the last few years with remanufacturing becoming an important option in the arsenal of choices for garages."

Beyond the ecological concerns and back in the workshop, in an uncertain world, remanufacturing is also a reassuring process to fall back on when all hope seems lost on a job: "As constraints on spending have tightened as Brexit approaches, remanufacturing services become more inviting for garages and mechanics as costs for the end customer become an important factor, especially as customer service is an important aspect for garages and mechanics as they look to retain customers."

It's just as important for technicians to know what options are available when it comes to their customers' cars being fixed and back on the road.



Above:
Remanufactured engines at Ivor Searle

Kevin observed: "Do those in the garages know the differences between repair and remanufacturing of a new unit? Do they know about the price differences between a new unit and theirs being remanufactured? How about the extra time and costs of programming a new unit to the vehicle against the unit from the vehicle being remanufactured and being 'plug and play'?"

"More often than not, a remanufactured unit can outperform and outlive that of a new unit, let alone the car itself. It is also important to remember about the environmental factors of choosing to remanufacture a unit over purchasing a new one, which is explained in the ethos of the circular car, to which ACtronics adheres."

He continued: "Did you know that remanufacturing will cover the faulty component as well as all the known common failing components on the particular unit, which is likely to extend the lifetime of the unit? Meanwhile, repairing units is simply fixing/replacing the faulty part/component on the unit, which

can be a gamble on how long the unit and its other known common failures will last under the daily stress it is put under."

Common

On the ACtronics offering, Kevin said: "Another advantage of sending a unit to ACtronics is that the unit can be tested to confirm or deny the technician's diagnosis. It is often that a unit that has been sent in can test ok, which would be expensive for the customer if a new unit was purchased, with the original diagnosis.

"For example, a common failure we are seeing more of involves corrosion and breaking of the 12-volt power lines between the ECU and fuse box in the instrument cluster of a Ford Focus mk2. This can trigger the U1900 fault code. Simple testing shows us this, but it can easily be missed or forgotten, and it could become an expensive exercise if a new unit was purchased because no one thought to check this."

He continued: "As we see, the automotive industry is moving forward technologically at an increased rate. We are seeing the technology ramping up within the vehicle. This means control units, such as ECUs, become more technical and intricate, meaning specialist equipment is needed to test and remanufacture them.

"However, because money is tight, and third-party work is often seen as expensive, it may seem that the unit is will have to be dumped and replaced because a garage lacks the skills and equipment to fix it themselves. This is not the case."

Kevin added: "As market leaders in remanufacturing electronic automotive components, ACtronics will always offer their customers a

two-year warranty on all remanufactured units, which stays with the part, giving more peace of mind to the customer."

Commercial advantage

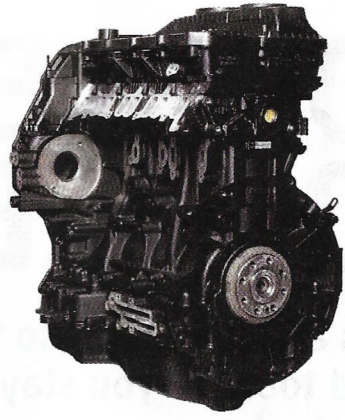
Commenting on why workshops should consider remanufactured components, David Eszenyi, Commercial Director at Ivor Searle said: "An increasing number of independent garages are recognising the commercial advantage offered by remanufactured components. Typically costing around 40% less than a brand new OEM product, quality remanufactured units offer workshops a competitive edge in today's price-sensitive repair market.

"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.

Commenting on Ivor Searle's output, David said: "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 constantly introduce new products to ensure our extensive ranges are always up-to-date.

"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."

David added: "We recognise that a supplier's swift response can make all the difference in helping get a customer's vehicle back on the road. With this in mind, we also provide free next day UK mainland delivery on stock items ordered before 3.30pm."



Ivor Searle

Ivor Searle offers an all makes programme of remanufactured 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 removes all soot and ash deposits. All Ivor Searle engines, cylinder heads, gearboxes and professionally-cleaned DPFs 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 a quality Ivor Searle product.

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