



**DISCUSSION 360°**



**WHAT IT MEANS**



**TO BE A TRUE  
SINGLE SOURCE  
FLUID POWER  
TECHNICAL  
PARTNER**

DP003



**HAYLEY**

DEXIS

## **HAYLEY DEXIS**

### **FLUID POWER**

**HAYLEY DEXIS | Fluid Power** is the dedicated fluid power sales and technical support function within HAYLEY DEXIS. The team prides themselves on being a single-source fluid power technical partner for our customers, but what exactly does this mean?

Here, we explore what it takes to be able to ensure we are providing our customers with a comprehensive service for all their fluid power needs.

#### **1. ABUNDANT AND AVAILABLE STOCK**

HAYLEY DEXIS' mantra of Stock, Service, People applies wholeheartedly to how we operate at HAYLEY DEXIS | Fluid Power.

We work with both our world-class suppliers and customers to ensure that we maintain optimum stock levels. In fact, we hold over £2.9 million worth of stock across our extensive branch network.

This translates to more than 1.3 million items available for our customers. When our customers need a product, be it a fitting, valve, hose, or anything else fluid power related, we strive to be able to supply it quickly.

#### **2. LEADING SUPPLIER RELATIONSHIPS**

Long-established in fluid power, we have developed strong relationships with leading suppliers and manufacturers in the industry. Thanks to this, we can source genuine and premium products directly from the best brands in the business, and our customers can trust us to provide quality goods at competitive rates.

Trusted names we work with include; SMC, Gates, and Camozzi among others. We are the only UK National Hydac fluid care partner and are also national distributors of both FESTO, Norgren, and Webtec products.

Our supplier partnerships mean that we are confident in providing the latest technology and most suitable solutions every time.



#### **3. RECOGNITION AND ACCREDITATION**

We are proud members of both the British Fluid Power Distributors Association (BFPDA), and the British Valve and Actuator Association (BVAA).

Being members of the BFPDA since 2012 has meant that we are able to assure our customers that we work to incredibly high standards. Our membership has also enabled us to network with hundreds, if not thousands of industry stakeholders down the years.

HAYLEY DEXIS | Fluid Power is ISO9001 accredited, meaning that high quality comes as standard when you work with us, and we will always be striving to improve how we operate. We are also ISO14001 certified, which recognises that we have an effective environmental management system (EMS) in-place.

## 4. CONTINUOUS INNOVATION

Having close professional partnerships with our market-leading suppliers allows us to keep up to date with all the innovation happening in our industry. We can then pass information about relevant new-to-market SKU's or existing product developments directly onto customers. The decades of specialist experience and technical capabilities we have in the team also enables us to innovate in-house.

Uniquely in our industry segment, we even hold several patents for innovation. The team use their know-how and understanding of customer need to create solutions which have real, tangible benefits.

For example, by helping to reduce costs, and/or their environmental impact. Our recent groundbreaking and commercially-proven compressed air reclamation devices are a direct product of this.

## 5. QUALITY SERVICES OFFERINGS

At HAYLEY DEXIS | Fluid Power, we don't only focus on supplying high quality products optimised for individual business needs. We also provide a range of fluid power services to improve efficiency, reduce costs or consumption, and lessen environmental impact. For instance, our next-day custom hose assembly service reduces unwanted downtime by constructing and delivering parts quickly and to a high standard. Our hose assembly facility is fully accredited by the BFPA, and we are proud that they have classed ours as one of the top five facilities in the UK!

Our leak detection service has helped to save users upwards of £5 million over the past three years, by detecting leakage and prescribing repairs. We have a specialist Fluid Care Vehicle, enabling on-site oil analysis, hose auditing and tagging, and much more.

## 6. ACCESS TO OUR EXPERTS

Our people are at the very heart of our business. The HAYLEY DEXIS | Fluid Power team has decades of experience in the industry. Technical support, including full CAD capability, is available from our 14,000 sq ft standalone Fluid Power Technical Centre in the West Midlands, and also through our 15 branch-based technical experts. We can, therefore, offer our nationwide customers comprehensive on-site support and services such as control panel installation and leak detection.

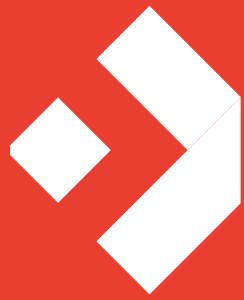
Our experts can also deliver training sessions covering hydraulics, pneumatics, filtration, and process, each tailored to a customer's bespoke requirements. Many courses we deliver are also accredited by the BFPA, and can be delivered at Hayley DEXIS locations, or on-site with customers.

## CONTACT US!

Speak to your local branch today about any of your fluid power requirements.

You can find their details by using our online Branch Finder tool:

[www.hayley-group.co.uk/branch-finder](http://www.hayley-group.co.uk/branch-finder)



**HAYLEY**

**DEXIS**