

# CASE **STUDY**

**HAYLEY DEXIS**

**SAVES LEADING  
SCOTTISH SEAFOOD  
SUPPLIER IN EXCESS  
OF £200k WORTH OF  
DOWNTIME**

CS010



**HAYLEY**  
DEXIS

## HAYLEY DEXIS

### FLUID POWER // FOOD & BEVERAGES

Focus on **value**

**TRACK  
UP**

#### THE SITUATION

A double-acting actuator within a critical application at a seafood processing facility in Scotland, had suffered a breakdown. There was no UK availability for a like-for-like replacement of the DVC unit.

#### THE SOLUTION

HAYLEY DEXIS received urgent notification of the breakdown at 1:30pm, with the downtime estimated to be costing the customer around £7000 with every passing hour. The team acted quickly, using their vast product knowledge to source an appropriate alternative solution.

Within just over an hour, the team had sourced and devised an alternative solution; a suitable single-acting actuator, modified to a double-acting unit.

#### KEY VALUE AREAS



**INCOME**



**COST OF OWNERSHIP**

That same day, a taxi from the HAYLEY DEXIS Inverness branch delivered the unit to the site, saving the customer both in terms of carriage costs, and lost revenue due to downtime.

#### THE RESULT

The replacement actuator provided by HAYLEY DEXIS benefits from being more standard than its predecessor. At the end of the products' lifetime, a replacement will be more readily available. This will minimise any future leadtime. The replacement unit is also more energy efficient, helping to reduce the customers' operational costs, as well as their environmental impact.

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**THE REPLACEMENT  
ACTUATOR...BENEFITS  
FROM BEING MORE**

**STANDARD THAN ITS  
PREDECESSOR.**

”

The customer was so impressed by the speed and quality of the service provided by HAYLEY DEXIS that they have since ordered two more units.

On-site engineers have also requested for HAYLEY DEXIS to conduct a site visit to determine what else can be offered to support the optimisation of their operations.

## CONTACT US!

Speak to your local HAYLEY DEXIS branch today!

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).

## KEY RESULTS

Costly extended period of downtime avoided.

More suitable and standardised unit provided.

Customer better protected in event of future component failure.





**HAYLEY**

**DEXIS**