

CASE **STUDY**



UK AEROSPACE

COMPANY ENJOYS
CONTINUED COST-
SAVINGS DUE TO
OEM CONVERSION
PROJECTS

CS023



HAYLEY

DEXIS

HAYLEY DEXIS
FLUID POWER // AEROSPACE

Focus on **value** **TRACK UP**

THE SITUATION

The customer, an innovative UK aerospace company, needed to reduce the costs associated with the purchasing of spare parts and equipment at their East Midlands production facility. The cost-saving requirement was part of an internal Lean Six Sigma Yellow Belt business improvement challenge.

THE SOLUTION

A member of the team from the HAYLEY DEXIS branch in Alfreton was based on-site, and the customer already had a strong relationship with HAYLEY DEXIS as their usual MRO supplier.

The customer turned to HAYLEY DEXIS to help them to identify OEM conversion opportunities.

KEY VALUE AREAS



SPEND

A particularly promising opportunity was highlighted, and the resourcefulness and expertise of the Fluid Power division were called upon to identify, source, and arrange delivery of the products directly from Bosch Rexroth. These products included proportional pressure relief valves and their corresponding analogue amplifiers.

THE RESULT

The customer has enjoyed a significant cost-saving of more than £3500 per year, as a result of sourcing the spare components directly from the manufacturer,

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rather than the OEM. In percentage terms, this conversion represented a 60% cost-saving.

HAYLEY DEXIS has since delivered a second OEM conversion for the customer, with a projected cost-saving of around £10750 per year. This second conversion involved products from the fluid power, bearings, and power transmission product categories.

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.

KEY BRANDS



Bosch Rexroth

KEY SOLUTIONS

DBETX proportional pressure relief valve.

VT-VRPA1-151 proportional analogue amplifier.

KEY RESULTS

Annual spares cost significantly reduced.





HAYLEY

DEXIS