

CASE **STUDY**

HAYLEY DEXIS

**HELP CONCRETE
SUPPLIER TO
OVERCOME SUPPLY
ISSUES**

CS026



HAYLEY
DEXIS

HAYLEY DEXIS

FLUID POWER // AGGREGATES

Focus on **value**

**TRACK
UP**

THE SITUATION

The customer, a global concrete and aggregate product supplier, was struggling to source pipework needed to drain a lake at one of their sites. Following a fortnight of attempting to locate and purchase a suitable solution themselves, the customer contacted HAYLEY DEXIS for assistance.

THE SOLUTION

HAYLEY DEXIS | Fluid Power, the specialist team within HAYLEY DEXIS, answered the customer's call for assistance. Within just one hour, the team had quoted for the supply of a suitable hose product.

In addition to this, the job also included the creation of set of 26 welded adapters in two sizes, and 34 special 6-metre-long pieces of hose.

KEY VALUE AREAS



SPEND



OTHER

All products were sourced, created, and supplied to the customer within a challenging timeframe.

THE RESULT

The problem that the customer was having with sourcing a solution was overcome, thanks largely to Hayley DEXIS | Fluid Power looking at the problem from a different angle. In doing this, the customer was supplied with a custom hose solution that had not been previously considered. The new configuration is also more sustainable.

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**THE CUSTOMER
AVOIDED A
CONSIDERABLE
LATE FEE OF
AROUND £26,000.**

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Due to the quick turnaround, the customer was able to fulfil the work, and avoided a considerable late fee of around £26,000.

CONTACT US!

Speak to your local HAYLEY DEXIS branch today!

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

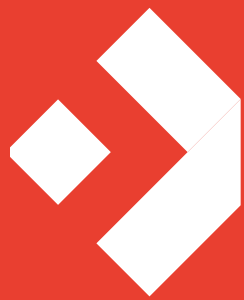
www.hayley-group.co.uk/branch-finder.

KEY RESULTS

£26k late fee avoided by the customer.

New solution delivered quickly.





HAYLEY

DEXIS