

# CASE **STUDY**

**HAYLEY DEXIS**

**HELPS  
MANUFACTURER OF  
AIR COMPRESSORS TO  
ACHIEVE £6k ANNUAL  
COST-SAVING**

CS037

 **HAYLEY**  
DEXIS

## HAYLEY DEXIS FLUID POWER // OEM

Focus on **value**

**TRACK  
UP**

### THE SITUATION

The customer, an industry-leading manufacturer of compressed air and gas compressors, had been let down on several occasions by their prefilter supplier.

The HAYLEY DEXIS branch in Bury St. Edmunds was already supplying the customer with bearings, power transmission products, and tools.

### THE SOLUTION

The customer contacted their local HAYLEY DEXIS team to enquire about the supply of prefilters. A member of the branch staff, along with a field-based fluid power technical specialist were deployed to the facility in order to identify an optimal solution.

After a quick assessment of the requirements, it was confirmed that suitable prefilters could be supplied, with the quoted price accepted and the first batch of products arranged for next-day delivery.

### KEY VALUE AREAS



**SPEND**

All prefilters provided by HAYLEY DEXIS were labelled with their dimensions, as well as with their customer part number and logo.

### THE RESULT

Ever since the first delivery of prefilters was taken, the customer has reported their happiness with both the quality of product and service provided by HAYLEY DEXIS. All prefilters in use at the factory are now optimised for their individual applications. HAYLEY DEXIS has enabled the customer to save £6000

“

ALL PREFILTERS IN  
USE AT THE FACTORY  
ARE NOW OPTIMISED  
FOR THEIR INDIVIDUAL  
APPLICATIONS.

”



per year, on the supply of prefilters alone.

As part of the agreement, the branch now stocks a month's worth of prefilters for the customer at all times. This means that the customer has quick and convenient access to what are consumable products that require monthly replacement.

## CONTACT US!

Speak to your local HAYLEY DEXIS branch today!

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

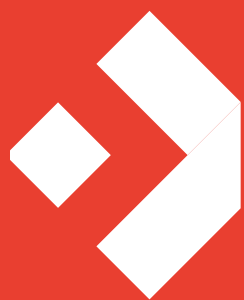
[www.hayley-group.co.uk/branch-finder](http://www.hayley-group.co.uk/branch-finder).

## KEY RESULTS

£6k annual cost-saving enabled.

Reliability and speed of component supply improved.





**HAYLEY**

**DEXIS**