

# CASE **STUDY**

**BUILDING MATERIALS**

**SUPPLIER SAVES IN  
EXCESS OF £50k IN  
ANNUAL DOWNTIME  
WITH NEW HOSE SELF-  
ASSEMBLY CELL**

CS039



**HAYLEY**

DEXIS

## HAYLEY DEXIS FLUID POWER// BUILDING MATERIALS

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

### THE SITUATION

The customer, a leading name in the building materials industry, was calling upon the services of a mobile hose repairer on a weekly basis. The repairer was typically able to be on-site within an hour, however, a premium was being charged. For every hour of downtime, the customer was facing lost production worth £1,000. The frequency of callouts was resulting in considerable repair costs as well as an annual lost production figure of circa £50k.

### THE SOLUTION

The customer's local HAYLEY DEXIS branch worked with the technical experts within the specialist fluid power team to design and install a self-assembly unit for hydraulic hoses at the plant.

After an initial £10k investment in stock and equipment, the physical set-up was completed by a HAYLEY DEXIS staff member on delivery. A series of complimentary training

### KEY VALUE AREAS



SPEND



INCOME

sessions were also delivered to ensure that the engineers at the plant had both the skills and confidence to cut, assemble, and replace hoses for themselves.

### THE RESULT

The self-assembly solution has now been operational for four years, with the customer giving glowing feedback ever since its implementation. The lost production previously being suffered during periods of downtime has been



almost entirely eradicated, along with the expensive repair costs.

The initial cost to the customer represented just 1/5 of the annual lost production costs, meaning a rapid payback.

Stock for the hose assembly is being held and supplied by the customer's local branch at a 4x lower cost than what the customer was previously paying.

## 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

Hose repair costs significantly reduced.

Costly operational downtime reduced.

Spares stock held locally by the local HAYLEY DEXIS branch.





**HAYLEY**

**DEXIS**