

CASE **STUDY**

HAYLEY DEXIS SOURCE

**ALTERNATIVES FOR
OBSOLETE PNEUMATIC
COMPONENTS
AT PACKAGING
MANUFACTURING
FACILITY**

CS041



HAYLEY DEXIS FLUID POWER// PAPER & PACKAGING

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

THE SITUATION

The customer, a cardboard packaging provider, had been made aware that their current pneumatic valve and manifold assembly had been made obsolete by the OEM. Three weeks after an RFQ was submitted, the OEM quoted over £2000 to provide a suitable alternative, with no promise of a delivery date.

The application runs almost 24/7/365, and so any delay on sourcing a replacement in a failure scenario would cause costly operational downtime.

THE SOLUTION

The HAYLEY DEXIS co-ordinator based on-site with the customer, approached HAYLEY DEXIS | Fluid Power to secure a solution.

From a series of photographs, the team used their in-depth product knowledge to accurately identify the components and recommend suitable alternatives.

KEY VALUE AREAS



SPEND



INCOME

The substitute Camozzi valves and manifold assembly were available off-the-shelf and ready to supply. These were delivered to the customer fully assembled and tested the very same day. For the quick supply and retrofit, the HAYLEY DEXIS quote represented a cost-saving of more than £1300.

THE RESULT

The Camozzi-manufactured alternative components were supplied at a price that enabled the customer to save money on the quoted cost from the OEM.

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**THE REPLACEMENT
COMPONENTS ARE
FUTURE-PROOF
AND AVAILABLE
OFF-THE-SHELF.**

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The ability of the fluid power team to rapidly identify and supply the compatible valve and manifold assembly from stocked components also prevented the customer from suffering any costly downtime.

Having been made obsolete by the OEM, the replacement components are future-proof and available off-the-shelf. This means that the customer can quickly source the required items moving forwards.

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



KEY SOLUTIONS

Camozzi electropneumatic ISO valve.

Camozzi ISO 1-manifold sub base.

KEY RESULTS

Cost-saving achieved.

Component availability future-proofed.

Risk of future costly downtime reduced.



HAYLEY

DEXIS