

CASE **STUDY**

SCOTTISH DISTILLERY

**AVOIDS DOWNTIME AT
A COST OF £250k PER
DAY THANKS TO HAYLEY
DEXIS INTERVENTION**

CS048



HAYLEY
DEXIS

HAYLEY DEXIS

FLUID POWER // FOOD & BEVERAGES

Focus on **value**

**TRACK
UP**

THE SITUATION

A major Scottish distillery was having a problem sourcing twelve knife gate valves in-time for an impending period of planned downtime.

Time was of the essence, with third-party maintenance engineers due to attend the distillery in just three days' time, to begin their works.

The customer's current valve supplier was unable to satisfy the requirement on such a quick turnaround.

THE SOLUTION

HAYLEY DEXIS answered the call from the customer, and after some investigation, it was found that a like-for-like replacement for the knife gate valves, used to handle and control fluids at the distillery, was not available.

The experts within the specialist fluid power team at HAYLEY DEXIS were contacted and used their combined product knowledge to source a suitable alternative, of which there

KEY VALUE AREAS



SPEND



SERVICES

six units available off-the-shelf, for immediate dispatch.

These were delivered to site on a next-day service, with the remaining six valves arranged for delivery from the manufacturer the following day.

THE RESULT

The customer was overjoyed that they would be able to have replacement valves in-place for their scheduled shut-down.

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**THE CUSTOMER'S
DOWNTIME DID NOT
EXTEND PAST THE
PLANNED PERIOD.**

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The fast action of the team, and the know-how needed to source an alternative product meant that the customer's downtime did not extend past the planned period.

It is estimated that any additional pause to production at the distillery would have cost the customer £250,000 in lost revenue. The contractors booked onto site were also able to carry-out their duties without delay, ensuring an efficient turn-around of work.

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

Unplanned downtime at a rate of £250k per day, avoided.

Planned maintenance work able to continue as scheduled.





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