

CASE **STUDY**

HAYLEY DEXIS

**DELIVER INNOVATIVE
GREASE DECANTING
SOLUTION FOR TRAIN
DOOR BEARINGS**

CS067



HAYLEY
DEXIS

HAYLEY DEXIS LUBRICANTS // RAIL

Focus on **value**

TRACK UP

THE SITUATION

The customer uses SKF LGLT High Speed Grease to lubricate liner door bearings on their trains. With this grease only supplied in tinned containers of either 900g or 25kg, the customer was having to manually transfer the grease into applicator guns to accurately lubricate the bearings in question. This process was incredibly time-consuming and wasteful, with up to 30% of grease simply being lost. It also resulted in contamination of gloves and cleaning cloths that then required special disposal.

THE SOLUTION

HAYLEY DEXIS, along with their partners at Kildens, proposed a solution that was accepted by a number of depots under the jurisdiction of the customer. The solution was a prefilled cartridge containing 350g of SKF LGLT High Speed Grease, that was designed to fit perfectly into a standard grease gun.

The cartridge would dramatically reduce the time required to prepare the grease for application, and also prevent such

KEY VALUE AREAS



SPEND



INCOME

large volumes of grease being wasted during transferral. Being a more user-friendly quantity and size, the grease was also suitable to be made available in the customer's network of smartVEND™ industrial vending machines.

THE RESULT

The new specially-designed cartridges are currently in-use across three depots, with a vision to expand this roll-out in the near future. The four hours every week previously taken to transfer the grease from tin to applicator gun have now been freed-up for more effective use of time.



“
THE COST-SAVING
TO THE CUSTOMER
STANDS AT AROUND

£25k P.A.

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The consequences of contamination, such as ineffective lubrication and glove and cloth disposal, have also now been eradicated.

Thanks to significantly reduced wastage, the cost-saving to the customer stands at around £25k p.a. The cartridges are now available at the point-of-use within smartVEND™ machines, giving immediate access to the grease to those that need it.

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

SKF LGLT High-speed Grease.

KEY RESULTS

Grease application process made easier.

£25k annual cost-saving achieved.

Grease wastage cut.





HAYLEY

DEXIS