

# CASE **STUDY**

**HAYLEY DEXIS**

**AND GATES PROVIDE  
COST-SAVING HOSE  
SOLUTION TO RAIL  
OPERATOR**

CS074



**HAYLEY**  
DEXIS

**HAYLEY DEXIS**  
**FLUID POWER // RAIL**

Focus on **value**

**TRACK  
UP**

## THE SITUATION

The customer, a UK rail operator, was employing two full-time subcontractors from a specialist hydraulic equipment supplier, at a significant cost. A chief role of the subcontractors was to administer and manage hose assemblies required in the maintenance of rolling stock.

## THE SOLUTION

A representative from the HAYLEY DEXIS branch in Kent attended site and identified the potential for a huge cost-saving in changing how hose assemblies were conducted. The recommendation was for the customer to switch to a Gates hose self-assembly facility, which would be installed and stocked by HAYLEY DEXIS. A crimper and a healthy stock of required hoses and fittings was provided.

## KEY VALUE AREAS



**INCOME**

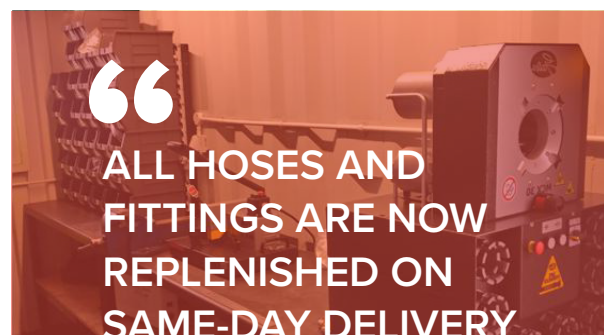


**SPEND**

It was then arranged for Gates' engineers to visit the facility and deliver complimentary training on the use of the equipment.

## THE RESULT

Without having to rely on expensive contractors to manage hydraulic hose assemblies on-site, the customer has been able to save a considerable amount of money. Thanks to the training course, delivered at no additional



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**ALL HOSES AND  
FITTINGS ARE NOW  
REPLENISHED ON  
SAME-DAY DELIVERY  
BY THE LOCAL  
BRANCH.**

”

cost, the customer is now confident in the use of the machinery and fully self-sufficient in producing their own factory-quality hose assemblies.

All on-site stock of hoses and fittings are now replenished on same-day delivery by the local branch, ensuring the customer never faces a stock-out situation.

## 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 BRANDS



## KEY RESULTS

Significant cost-saving achieved.

Customer's own engineers now self-sufficient in creating hose assemblies.

Round-the-clock stock of critical components ensured.





**HAYLEY**

**DEXIS**