

CASE **STUDY**

HAYLEY DEXIS

**& CAMOZZI
AUTOMATION HELP
SCOTTISH CEMENT
PLANT TO AVOID
COSTLY DOWNTIME**

CS085



HAYLEY
DEXIS

HAYLEY DEXIS

FLUID POWER // BUILDING MATERIALS

Focus on **value**

**TRACK
UP**

THE SITUATION

A major cement manufacturing facility in Scotland was suffering recurring failures to cylinders on their packaging line. Replacement cylinders were only available on a lengthy leadtime, of a minimum of 5-weeks, from the current manufacturer. This meant that consignment stock of spares as well as components in active service needed to be managed incredibly carefully.

THE SOLUTION

HAYLEY DEXIS visited the customer's site with a representative from one of their main fluid power partners, Camozzi. It was quickly identified that the current cylinders were failing due to contamination and dust/dirt ingress, and a more suitable Camozzi solution was recommended.

This product was an ISO standard cylinder with scraper seals, offering better protection to the tough operating conditions of the application. The cylinders were also

KEY VALUE AREAS



SPEND



INCOME

readily available from stock within 1-2 days. The customer's local HAYLEY DEXIS branch would also take stock of the item, to enable rapid turnaround once a replacement cylinder was ordered.

THE RESULT

It was calculated that, if the site was without a single cylinder for a single spout on the packaging line, for the five-week leadtime associated with the previous cylinders, the revenue lost to downtime would be £126,000. With cylinder failures a regular occurrence prior to them being switched for the Camozzi alternative,

“

THE NEW CYLINDERS
WILL LAST LONGER,
SAVING THE
CUSTOMER A
CONSIDERABLE
AMOUNT OF MONEY.

”

this cost would be multiplied ten-fold across a period of 12 months. The result is a significant amount of potential revenue secured for the customer with the reduced downtime.

With their improved service life, thanks to the addition of scraper seals, the new cylinders will last longer, saving the customer a considerable amount of money.

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 RESULTS

Risks of costly productivity downtime minimised.

Service life of cylinders significantly improved.

Spares availability enhanced.





HAYLEY

DEXIS