

CASE **STUDY**

HAYLEY DEXIS &

**CAMOZZI SECURE
VALVE COST-SAVINGS
FOR SCOTTISH
CEMENT PLANT**

CS086



HAYLEY
DEXIS

HAYLEY DEXIS

FLUID POWER // BUILDING MATERIALS

Focus on **value**

**TRACK
UP**

THE SITUATION

The customer, the operator of a major cement plant in Scotland, was attempting to source replacement knife gate valves that were used across their site. Many of the knife gate valves that were currently in-place were reaching the end of their expected service life, and needed replacing before performance issues and potential failures began to impact on operations.

THE SOLUTION

HAYLEY DEXIS were invited to the customer's facility to see what could be done. Camozzi, a long-standing fluid power partner of HAYLEY DEXIS were also present during the site visit, and the collaboration resulted in the existing valves being identified as obsolete. With a direct replacement no longer possible, and a like-for-like replacement available from the customer's current supplier priced at £2,500 and £3,200 for the 200mm and 250mm sizes respectively, a more cost-effective Camozzi alternative was offered.

KEY VALUE AREAS



SPEND

THE RESULT

The Camozzi knife gate valves recommended to the customer would cost £1,605 for the 200mm and £1,934 for the 250mm size, representing a significant cost-saving.

With an expected annual quantity required of 6 units for each size component, the total cost-saving anticipated to be achieved within 12 months stands at £12,966.

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ACHIEVED WITHIN 12
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£12,966.

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CONTACT US!

Speak to your local HAYLEY DEXIS branch today!

You can find their details by using our online Branch Finder tool:

www.hayley-dexis.co.uk/branch-finder.

KEY BRANDS



Camozzi®

KEY RESULTS

Hose replacement costs significantly reduced.

Impact of hose failures on downtime and revenue reduced.





HAYLEY

DEXIS