

# CASE **STUDY**

**HAYLEY DEXIS**

**HELPS SCOTTISH  
CEMENT PLANT TO  
SAVE £228k IN COSTS  
SPENT MAINTAINING  
GYPSUM SLURRY  
PUMPS**

CS087

 **HAYLEY**  
DEXIS

## HAYLEY DEXIS PUMPS // BUILDING MATERIALS

Focus on **value** **TRACK  
UP**

### THE SITUATION

The customer, the operator of a major cement plant on the East coast of Scotland, had a number of Wernert scrubber pumps onsite that were pumping gypsum slurry. Being an incredibly challenging application for the pumps involved, the pumps were suffering from short maintenance intervals and would fail regularly.

The maintenance burden that the assets were creating was becoming costly for the customer.

### THE SOLUTION

A specialist in industrial pumps from HAYLEY DEXIS dedicated pumps division visited the cement plant to determine the optimum solution. The current pumps were measured and their performance analysed. A solution was proposed that had proven to be successful in similar projects; KSB centrifugal-style units with a patented Noridur material.

This would offer dramatic improvements to the pumps' corrosion and wear-resistance properties, extending its service life far beyond the service life of the current pumps in operation. A comprehensive quotation was issued to the customer, before being accepted.

### KEY VALUE AREAS



SPEND



SERVICES

### THE RESULT

The cost-savings made possible by the three replacement KSB pumps are calculated as follows:

#### 1. First 3 years:

Taking into consideration current yearly maintenance costs of £107,867 p/a, downtime costs of £1,000 for each pump change required, and total running costs of £323,601, a full pay back on the initial investment will be secured, as well as a modest cost-saving of £8,757.

This is enabled by Hayley DEXIS supplying the pumps with a 3-year warranty.

“

LESS MAINTENANCE  
AND BETTER  
EFFICIENCY MEANS  
A TOTAL COST-  
SAVING OF £228k IS  
ANTICIPATED.

”

## 2. Years 3 - 6:

Once the 3-year guarantee has expired, a separate calculation for the potential cost-savings was made. The difference between the costs in maintaining the Wernert and KSB pumps for years 4, 5, and 6, was substantial. This figure was calculated to be £219,615.

Over the course of a six-year period, a full payback on the purchase price of the new pumps is achieved (<3 years), improved durability results in less maintenance being required, and better efficiency means that a total cost-saving of £228k is anticipated for the customer.

## 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

Running costs for three pumps reduced significantly.

Reliability of pump assets improved.





**HAYLEY**

**DEXIS**