

CASE **STUDY**

CEMENT PLANT

**SAVES MONEY AND
REDUCES COSTLY
DOWNTIME WITH
REFURBISHED
COMPRESSOR UNIT**

CS088

HAYLEY DEXIS

PUMPS // BUILDING MATERIALS

Focus on **value**

**TRACK
UP**

THE SITUATION

An Aerzen compressor was required by the customer, for their cement plant in Scotland. The need for a replacement was relatively urgent, with the threat of a breakdown affecting productivity and revenue, looming large.

THE SOLUTION

HAYLEY DEXIS contacted Aerzen to enquire about a replacement compressor, and it was quickly established that the current compressor was now obsolete, and had been for a number of years.

A contemporary replacement was costed-up at £42k, a considerable outlay for the customer. Unfortunately, this model was only available with an 8-week leadtime from order to delivery.

Sourcing another alternative, the HAYLEY DEXIS contact was able to offer a refurbished model at a cost of £16k, available in just 4 weeks.

KEY VALUE AREAS



SPEND



INCOME

THE RESULT

Thanks to the ability of HAYLEY DEXIS to source a refurbished compressor, the customer instantly saved £26k on the purchase price of the unit.

The 8-week leadtime originally quoted was halved with the refurbished unit being accepted by the customer. It is estimated that, with every passing day of downtime caused by the failed compressor, the customer could have lost around £110,400 in daily revenue.

“

THE FOUR WEEKS OF
ADDITIONAL WAITING
TIME COULD HAVE COST
THE CUSTOMER WELL
INTO THE MILLIONS OF
POUNDS.

”

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.

Although it would be expected that the customer would have made other provisions if HAYLEY DEXIS were unable to deliver the refurbished compressor, the 4 extra weeks of waiting time on the new model could have lost the customer revenue running well into the millions of pounds, if a failure was suffered.

KEY RESULTS

£26,000 saved on initial purchase cost.

Potential of up to £3,000,000 worth of lost revenue avoided with reduced leadtime.





HAYLEY

DEXIS