

CASE **STUDY**

COST-SAVINGS

**ACHIEVED FOR
WATER COMPANY
WITH UNIQUE HOSE
SOLUTION FROM
HAYLEY DEXIS**

CS089



HAYLEY
DEXIS

HAYLEY DEXIS FLUID POWER // WATER

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

THE SITUATION

One of the UK's water services providers were experiencing a considerable amount of their tanker hoses going missing following work being carried-out.

A main reason for this was that their green hoses were relatively standard and visually similar to those of other contractors. This problem was resulting in frequent replacements being required, representing a significant cost.

THE SOLUTION

The customer needed to stop the costs of replacing the hoses from mounting-up any further. HAYLEY DEXIS collaborated with them to produce a totally unique hose product that would be easily identifiable and less likely to go missing or being mistaken for those owned by other contractors.

Now bright pink in colour, and branded clearly with the company's name, the

KEY VALUE AREAS



SPEND



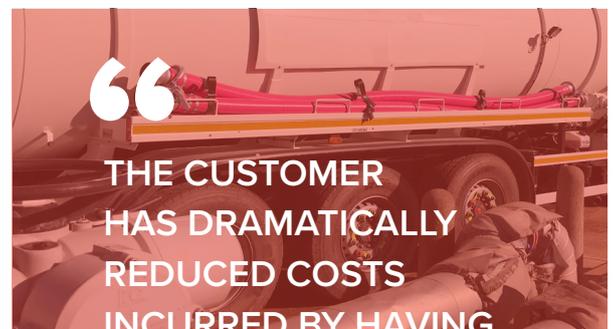
SERVICES

new hoses are much easier to identify and manage for the customer.

The idea was able to become reality thanks to the innovative thinking and capabilities of the HAYLEY DEXIS team, and their relationships with world-leading manufacturers.

THE RESULT

The customer has been impressed with the quality of the hoses compared to what they were previously using, with no difference in cost per item.



“THE CUSTOMER HAS DRAMATICALLY REDUCED COSTS INCURRED BY HAVING TO REPLACE MISSING HOSES.

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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:

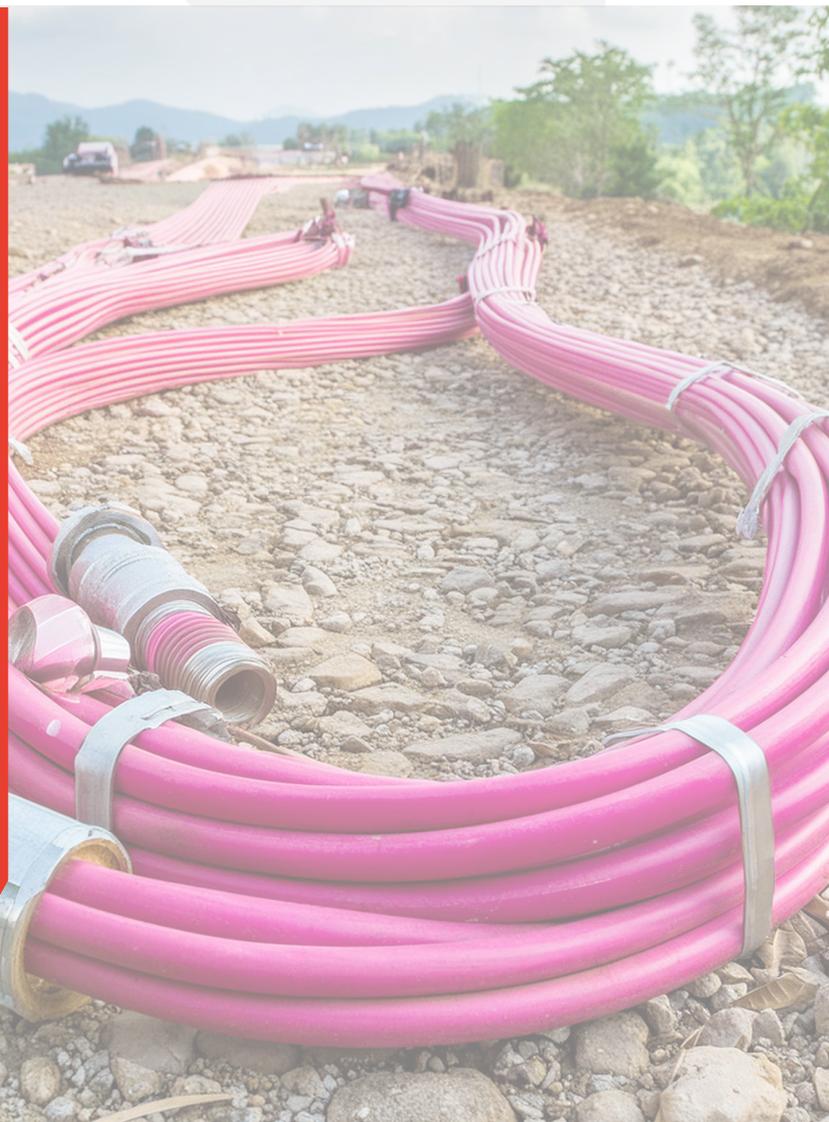
www.hayley-group.co.uk/branch-finder.

Thanks to the change in colour, and the new identification branding, the customer has dramatically reduced costs incurred previously by having to regularly replace missing hoses. This cost-saving has been achieved immediately after the implementation of the new hoses, and will only continue to prove more valuable in time.

KEY RESULTS

Unnecessary replacement costs reduced.

Quality of hose assemblies improved.





HAYLEY

DEXIS