

CASE **STUDY**

HAYLEY DEXIS

**INTERVENTION AT
LARGE TIMBER MILL
SAVES CUSTOMER IN
EXCESS OF £100k IN
DOWNTIME COSTS**

CS123



HAYLEY
DEXIS

HAYLEY DEXIS FLUID POWER // WOOD

Focus on **value**

TRACK UP

THE SITUATION

An large timber mill in the Scottish Highlands had suffered a failure of two valves within their boiler system. The boiler is critical to production at the mill, and the period of downtime on the line was going to be lengthened significantly by the ART 235 cast iron gate valve being out of stock for a number of suppliers across the UK. The mill operator contacted the team at Hayley Inverness, who could call upon the expertise of HAYLEY DEXIS | Fluid Power to find the best solution.

THE SOLUTION

Both HAYLEY DEXIS teams at the Inverness branch and the Fluid Power HQ worked quickly to understand the customers' exact requirements before attempting to source replacement valves on short leadtimes. Despite the challenges in finding a supplier for an exact replacement, the team at HAYLEY DEXIS | Fluid Power used their in-depth product knowledge and industry contacts to source two alternative units

KEY VALUE AREAS



SERVICES



INCOME

available on next-day delivery to Inverness.

The valves arrived the next morning and were hurried to the mill immediately by the Branch Manager. On-site engineers took care of the installation of the new valves and production resumed.

THE RESULT

The customer appreciated the work conducted by Hayley in sourcing their critical valve replacements from an



“

THANKS TO THE INTERVENTION BY HAYLEY DEXIS, THE TIMBER MILL AVOIDED A LENGTHY PERIOD OF DOWNTIME.

”

alternative supplier, and supporting them in the face of an emergency breakdown scenario.

Thanks to the intervention by HAYLEY DEXIS, the timber mill avoided a lengthy period of downtime on their production line, which is estimated to stand at around £100k per day.

CONTACT US!

Speak to your local HAYLEY DEXIS branch today!

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

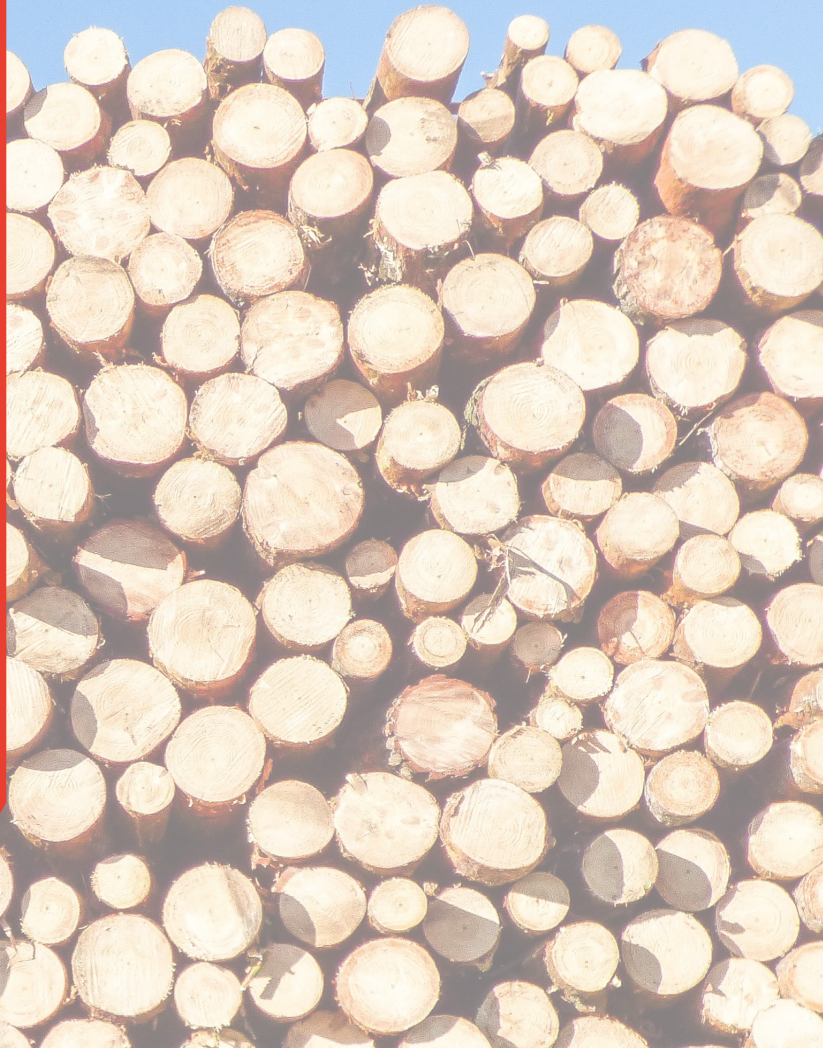
www.hayley-group.co.uk/branch-finder.

KEY RESULTS

Stoppage to production minimised.

In excess of £100k in downtime-related costs saved.

Replacement components sourced quickly in emergency breakdown situation.





HAYLEY

DEXIS