

CASE **STUDY**

ALTERNATIVE GEARBOX

**SOURCED FOR
ASPHALT PLANT
FACING DOWNTIME
LOSSES OF £197k**

CS130
TRACKUP REF: 2933

 **HAYLEY**
DEXIS

HAYLEY DEXIS DRIVES // BUILDING MATERIALS

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

THE SITUATION

An asphalt supplier had suffered a breakdown to a gearbox at their Lancashire production facility. The gearbox was soon discovered by the visiting HAYLEY DEXIS personnel to be an OEM special with no obvious, off-the-shelf replacements available. The OEM had quoted a six-week leadtime on delivering an identical gearbox to the customer.

With losses owing to the stoppage to production rapidly mounting-up, time was of the essence in finding an alternative.

THE SOLUTION

The HAYLEY DEXIS team on-site with the asphalt plant's engineers arranged a virtual meeting with the dedicated team at Hayley DEXIS | drives, to discuss the situation and ask for their technical support. The impromptu meeting was productive, with HAYLEY DEXIS | Drives recognising the customer's requirements.

A full proposal was swiftly drawn-up.

KEY VALUE AREAS

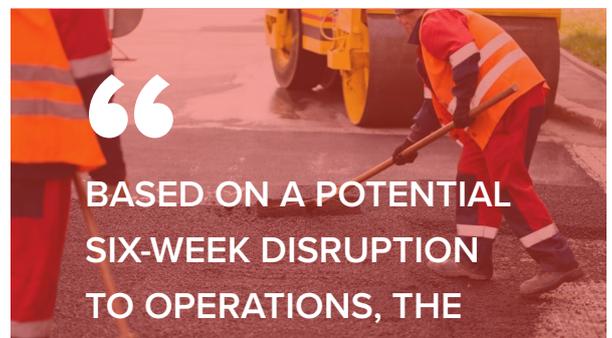


INCOME

A key supply partner of HAYLEY DEXIS for gearboxes of a similar type was able to help. A suitable gearbox was specified, configured, and dispatched directly to the customer's plant within 24 hours of the initial site visit.

THE RESULT

HAYLEY DEXIS, with the support of the gearbox manufacturer (supply partner), had a replacement unit identified, sourced, configured, and delivered in a 24-hour period. This represented a significant time saving when the OEM had previously quoted six weeks before they were able to fulfill the customer's requirement.



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**BASED ON A POTENTIAL
SIX-WEEK DISRUPTION
TO OPERATIONS, THE
REVENUE LOST COULD
HAVE TOTALLED
AROUND £197,000.**

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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.

Calculations based on a six-week long disruption caused by the breakdown totalled £197k in potential lost revenue for the plant. This costly lengthy production stoppage was avoided, thanks to the support of HAYLEY DEXIS.

KEY RESULTS

£197k in production losses avoided.





HAYLEY

DEXIS