

# CASE **STUDY**

**£3m+ IN DOWNTIME**

**COSTS AVOIDED  
WITH CENTRIFUGAL  
FAN SHAFT  
MANUFACTURE  
FOR WOOD  
MANUFACTURER**

**CS140**  
TRACKUP REF: 3162



## HAYLEY DEXIS DRIVES // WOOD

Focus on **value**

# TRACK UP

### THE SITUATION

A centrifugal fan shaft had failed, bringing a critical machine to a complete halt. The customer, a producer of wood panels and other wood products had contacted the OEM of the fan shaft who had quoted a seventeen-day lead time. With every hour of downtime costing the company in the region of £10k, a solution to the problem was needed quicker. This was the point where HAYLEY DEXIS were contacted for assistance.

### THE SOLUTION

It was decided that the most cost-effective solution for the customer would be for HAYLEY DEXIS to arrange a remanufacture of the fan shaft, designed to the exact specifications of the failed component to ensure a seamless transition between old and new.

### KEY VALUE AREAS



**INCOME**



**SERVICES**

The new shaft was manufactured and back with the customer within 48 hours of the breakdown being first reported to the customers' local HAYLEY DEXIS branch.

### THE RESULT

The rapid turn-around of the emergency manufacturing service meant that the potential downtime being faced by the customer was reduced from 17 days to just 2 days.

“

THE DOWNTIME  
COSTS THAT HAYLEY  
DEXIS SAVED FOR  
THE CUSTOMER  
TOTALLED AROUND  
£3,600,000.

”

## 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).

This represents a cost-saving of £3.6million, with only the downtime costs taken into account.

By using HAYLEY DEXIS to arrange the repair on an emergency timescale, rather than going with the OEM, an additional cost-saving of £12,787 was secured for the customer.

## KEY RESULTS

£3m+ in downtime-related costs avoided.

Cost-saving on OEM replacement achieved.





**HAYLEY**

**DEXIS**