

CASE **STUDY**

OEM CONVERSION

**FOR CASTING
SHOP PARTS
REDUCES SPEND
AND DOWNTIME
RISKS FOR CAR
MANUFACTURER**

CS141

TRACKUP REF: 3162



HAYLEY

DEXIS

HAYLEY DEXIS FLUID POWER // AUTOMOTIVE

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

THE SITUATION

A vehicle manufacturer based in the North East of England had produced a full list of parts in operation within their casting shop production area. One of the main driving factors in creating this list was due to the on-site engineering team discovering that several replacement components from the various OEMs were only available with lead times of up to three months.

This left the casting shop vulnerable to lengthy periods of downtime should a component fail and cause a halt to production.

THE SOLUTION

The customer contacted their local HAYLEY DEXIS branch in Seaham, County Durham, for assistance in sourcing what was a mixture of pneumatic, electric and bespoke components with guaranteed shorter lead times.

KEY VALUE AREAS



INCOME

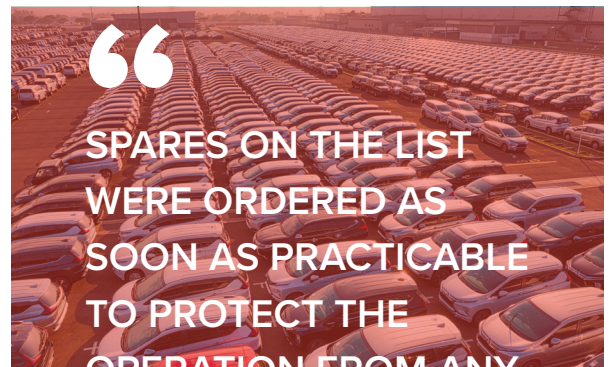


SPEND

A member of the HAYLEY DEXIS team in-branch set to work on diligently cross-referencing part numbers and contacting HAYLEY DEXIS supply partners to draw-up an alternative list for the customer.

THE RESULT

The complete list of parts would have cost the customer £10,552.92 to purchase from the respective OEMs, with several components being on three-month lead times. The alternative list compiled by HAYLEY DEXIS totalled a value of £4,925.38,



“

SPARES ON THE LIST
WERE ORDERED AS
SOON AS PRACTICABLE
TO PROTECT THE
OPERATION FROM ANY
DISRUPTION

”

representing an instant cost-saving of £5,627.54.

Only a small number of bespoke products on the list have maximum associated lead times of six weeks. It was recommended to the customer that spares on the longest lead times were ordered as soon as practicable to protect the operation from any disruption should a failure occur.

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

Cost reduction secured in the region of £5,600.

Risk of lengthy downtime reduced.





HAYLEY

DEXIS