

# CASE **STUDY**

**COST-SAVING OF £60k**

**SECURED FOR  
PORK PRODUCTS  
MANUFACTURER  
WITH SUPPLY OF NEW  
PUMPING ASSETS**

CS143

TRACKUP REF: 3249



**HAYLEY**

DEXIS

## HAYLEY DEXIS PUMPS // FOOD & BEVERAGES

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

### THE SITUATION

A manufacturer of pork-based products based in Norfolk was looking into options for their ageing pump system. The lead engineer had suggested to HAYLEY DEXIS that he was considering buying spare parts to repair the pump assets and keep operations running effectively.

Following a site visit, it was determined by the team from the local HAYLEY DEXIS branch that buying replacement pumps would not only be the most beneficial but also the most cost-effective solution.

### THE SOLUTION

The customer was happy to follow the advice of the HAYLEY DEXIS team, if they were able to secure a competitive quote for twelve replacement pumps against the OEM. The specialist personnel at HAYLEY DEXIS | Pumps were contacted for their assistance in identifying suitable replacement units that were available on an acceptable lead time.

### KEY VALUE AREAS



INCOME



SERVICES

LKH centrifugal pumps from Alfa Laval were chosen and a quote was generated totalling £85,087.92.

### THE RESULT

A full pump system renewal with twelve new units was given the 'go-ahead' and the Alfa Laval pumps supplied by HAYLEY DEXIS were chosen. The OEM had also quoted the customer for new pumps at a cost that was £4972.38 more expensive per pump.

“

THE TOTAL COST-  
SAVING FOR THE  
CUSTOMER WAS

£59,668.56.

”

The total cost-saving for the customer in choosing the Alfa Laval solution was £59,668.56.

Having been expertly specified by the specialists within the Hayley Pumps team, the Lead Engineer onsite can be rest assured that the new assets will perform reliably and effectively within the operation for years to come, with the appropriate maintenance. The new pump assets are also distinctly more energy efficient than those replaced.

## 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).

## KEY SOLUTIONS

Alfa Laval LKH centrifugal pumps.

## KEY RESULTS

£59,668.56 cost-saving against OEM quote secured.

Reliability of system improved.

Energy efficiency of new pump assets superior to previous.





**HAYLEY**

**DEXIS**