

# DISCUSSION **360°**



**10 REASONS WHY**

**THOUSANDS OF  
ENGINEERING AND  
MAINTENANCE  
PROFESSIONALS  
CHOOSE HAYLEY  
DEXIS**

DP020



**HAYLEY**

DEXIS

## HAYLEY DEXIS

### WHY CHOOSE HAYLEY DEXIS?

Across the UK, tens of thousands of engineering, maintenance and purchasing professionals choose HAYLEY DEXIS as their preferred partner for engineering components, consumables, and related support services.

Since 1976, we have built-up a comprehensive understanding of the challenges faced by a diverse range of organisations. This experience has enabled us to successfully service the needs of many of the biggest names within manufacturing, food and beverage, transportation, utilities, construction, and aggregate industry sectors. Here, we explore ten key reasons why customers trust us time and again to support their operations.

#### 1. AUTHORISED DISTRIBUTOR STATUS

HAYLEY DEXIS is an authorised distributor for hundreds of leading-name brands across every day engineering essentials. Because of this, customers can be confident that all of the products that we supply them with are 100% genuine. Our well-established relationships with these manufacturers, including SKF, Shell, NSK, Schaeffler, Gates, SMC, 3M, Forbo, and Siemens, enable us to solve complex challenges, whilst also offering enhanced value-added services, and technical expertise.

#### 2. NATIONWIDE COVERAGE

With over fifty branches and specialist centres located from Inverness to Cornwall, and Belfast to Bury St. Edmunds, you're never far from a dedicated HAYLEY DEXIS team and their unrivalled local stockholding. This means that wherever customers are in the UK, HAYLEY DEXIS can fulfil their engineering supply demands and service requirements. We're proud to work with hundreds of multi-site customers, ensuring that their operations run smoothly across all of their facilities.

All of our branches also have trade counters, meaning that you can drop into a HAYLEY DEXIS branch for everyday items, or collect

your products when requirements are urgent.

#### 3. PRODUCT SPECIALISMS

Across the business, we have specialist teams that are responsible for sourcing, solving, and facilitating innovation within customer's operations. These teams are staffed by expert technical personnel with vast amounts of combined experience in their category, to ensure that we are always best-placed to assist with even the most complex of engineering requirements. To complement our in-house engineering capability, strategic supply partners are engaged, creating a unique technical offering for our customers.

Many of our teams work out of dedicated facilities, with suitable space for customer service delivery, warehousing, and workshop activities.



The specialist teams within HAYLEY DEXIS provide our branches and end-users with expert technical advice and help us to deliver a range of valuable services.

## 4. UNRIVALLED STOCK AVAILABILITY

Both centrally, at our Halesowen NDC, and throughout our UK-wide branch network, we maintain a stock profile of products with total value in excess of £34m. Sixty percent of this impressive stock of engineering components and consumables is available at local branch level. This ensures that our customers have same-day access to products when they need them most.

Lead times from manufacturers can be extensive, proving problematic in the face of breakdowns. Having local stock, HAYLEY DEXIS can get your operation back up and running quickly. In fact, 85% of emergency breakdowns are fulfilled by stock held close to the customer.

## 5. LEADING TECHNOLOGY SOLUTIONS

Technology continues to play an increasingly vital role in the total industrial supply solution. That's why we have invested heavily in our SmartSolutions, comprising of three core platforms.

HAYLEY DEXIS smartVEND™ industrial vending technology delivers a lean, controlled flow of products at the point-of-use. The physical industrial vending machines are supported by cutting-edge cloud-based technology, capable of monitoring stock levels, automating reorders, and reporting on usage behaviours.

HAYLEY DEXIS smartSHOP is our innovative B2B eCommerce platform, granting users access to HAYLEY DEXIS stock at the touch of a button. It streamlines the procurement of products, improving operational efficiency as a result.

Finally, HAYLEY DEXIS smartTIME is a web-based stores management solution that uses barcode labelling technology to reduce administrative burdens and provide enhanced data-driven insight.

## 6. A VALUE-DRIVEN APPROACH

At HAYLEY DEXIS, we don't just simply supply products, we pride ourselves on the value we deliver to customers. Making our customers' operations leaner, more competitive, and more environmentally sustainable is an enduring key objective. Whether it's an air leak survey to determine energy and cost-saving improvements, or an integrated stores management solution, we seek to deliver value at every opportunity.



## 7. A STABLE, DEPENDABLE PARTNER

Since 2016, HAYLEY DEXIS has been part of the global industrial and construction supply group, Descours et Cabaud (D&C), operating under the industrial division of DEXIS Europe. While retaining our founding principles, being part of a larger group has facilitated unprecedented levels of investment, enabled us to secure authorised status for many new leading brands, and has ensured that we are fit for the challenges of tomorrow. This provides our customers with the confidence they require in a strategic supply partner.



## 8. IN-HOUSE ENGINEERING CAPABILITIES

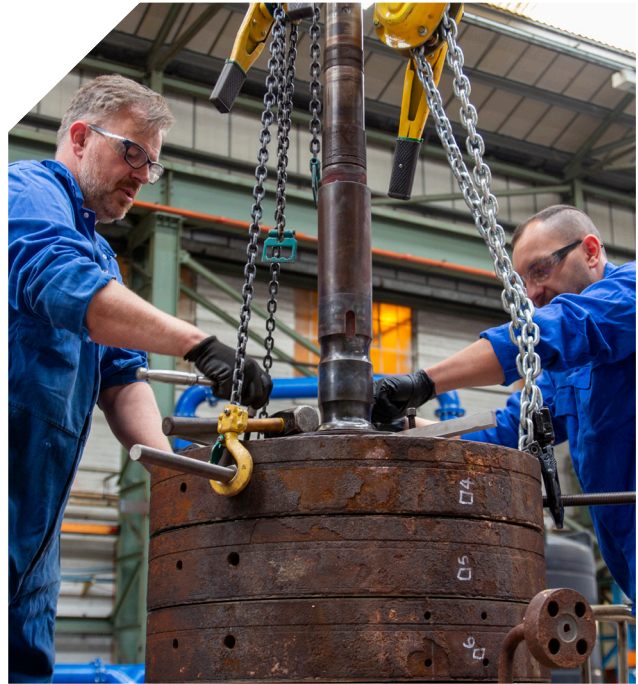
Our branch network is supported by a host of in-house engineering services. This includes HAYLEY 24/7 DEXIS with their modern, 25,000sq ft engineering centre and their round-the-clock service provision in pump refurbishment, machining, and fabrication. Their on-site gearbox repair facility was the very first in the UK to achieve certified gearbox rebuilder status from SKF. HAYLEY 24/7 DEXIS also have a satellite facility that specialises in electric motor rewinds.

Customers are also supported by HAYLEY 24/7 DMS DEXIS, our in-house condition-based monitoring services provider. The team is staffed by engineers with decades of experience in enabling customers to enjoy the many benefits to predictive maintenance.

In support of this, group company Lamond & Murray have been providing world-class gear manufacturing services since 1921. Products include; machine-cut gears, diamond screws, spined shafts, and worms and wormwheels.

A fourth group company with their own engineering capabilities, WMH Transmissions specialise in transmission and linear motion products, with their own robotics division specialising in collaborative robots designed for industrial automation.

Finally, we have a strong technical engineering capability across our central product teams, enabling us to provide high-quality services such as custom hydraulic hose assemblies, pneumatic control panel build and design, through to custom gearbox and motor configurations.



Our branch network is supported by a wide range of in-house mechanical engineering, condition-based monitoring and industrial automation capabilities.

## 9. WORKING ALONGSIDE INDUSTRY

We have continually adapted our approach and operations to better serve the varied and ever-changing needs of the industry sectors that we work in. By recruiting personnel with backgrounds in key sectors such as rail, utilities, and facilities management, and investing within specific infrastructure and technologies, we enable ourselves to support our customers in the best, cost-saving, energy efficient way.



## 10. THE EMPHASIS ON PEOPLE

HAYLEY DEXIS was founded on the philosophy of entrepreneurial spirit and autonomy, enabling our staff to have the flexibility to make decisions in the best interests of our customers. Our staff, a mixture of time-served industry professionals and innovative, solution-driven individuals, make HAYLEY DEXIS the success that it is today. It is the people, with their experience of the industry and their technical know-how, that brings to life the stock and service elements of our offer.

We recognise that complex operations need quality working relationships to fully deliver on value. These relationships are built upon a high level of trust and understanding, and we believe that this is something that helps to differentiate us from our competition who are moving increasingly towards a centralised and online offering.

## CONTACT US!

Speak to your local branch today about any of your requirements.

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)



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