

CaseStudy

Expectations Exceeded: Another Satisfied Customer

Customer: Closures Manufacturing Facility (2)

Project: Energy Cost Savings

In conjunction with our transmission chain sales partner, we upgraded a whisky cap spray paint system with a new adapted chain which increased their production output by 35% along with a pay-back time of four months!

CHALLENGE

We were consulted by a Manufacturing Facility, a second Plant owned by an existing customer, to recommend a new conveyor chain system for what they call their "Chain & Edge" whisky cap spray painting system.

The customer's challenge was that the existing system was purpose built around 20 years ago to support clients who were mainly situated in the UK, European and Asian markets. The customer had won a new contract from the United States and now has to supply, paint and lacquer a larger diameter cap for the US market, meaning that the conveyor system was no longer fit for purpose.

The challenge for Worldwide Engineering was threefold: to supply a new conveyor system within a tight timescale and a tight budget, while showing a production output improvement of 30%, and to provide payback for their investment within 12 months of implementation.

OUTCOME

In just under four weeks we came up with an idea, consulted our supply chain partners to provide a proposal and solution, and agreed the contract and scope of the work with the customer's engineering team and site Technical Manager.

New specially adapted conveyor chain, sprockets, and support bearings were then all ordered, manufactured and delivered one week ahead of schedule.

In a pre-arranged after-sales meeting with the customer's Technical Manager, we confirmed that we had exceeded the customer's tough expectations in terms of the timescales, increase in production and budget restraints: production output increased to their required amount, total cost was within the budget constraints for this unplanned outlay, and it was commented that they would see a payback time of between four and six months.

Another satisfied customer!

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