



Summary

Industry:	Food and Drink
Application:	Energy savings and costs down thanks to proper product selection
Actual Saving:	£33,324
Payback Period:	Immediate



ERIKS puts the crunch on Walkers' blow gun overspend

New product selection saves crisp manufacturer £33k a year

ISSUE

The Leicester site of a major crisps manufacturer had been forking out £26,000 each year on Silvent blow guns. ERIKS was called in to investigate the excessive spend on the guns which had been provided by another supplier. The Walkers site was buying approximately 280 complete Silvent guns a year with a large amount of spares also having to be procured. Operators using the flat-bladed nozzle as a scraper, causing damage to the blow guns, was found to be responsible for the high usage. ERIKS couldn't move forward with a Silvent solution as the product could only be offered with a 10% discount. The customer had previously looked for alternative products but had been frustrated by lack of required safety standards or unsuitability.

SOLUTION

ERIKS found an alternative solution from Meech which met the appropriate safety standards and was much lower in cost. The Meech unit has a standard nozzle and therefore cannot be used as a scraper. The operators have also been instructed to use the food safe scrapers which Walkers keep in stock for this purpose. Not only is there a colossal cost saving in terms of unit cost but also in terms of energy consumption as the Meech unit consumes much less energy than the Silvent equivalent. ERIKS is now talking to Walkers with a view to rolling the program out across its other sites.

OTHER BENEFITS

- Massive Cost Benefits with ERIKS Know-How
- Reduced inventory
- Lower energy costs

FURTHER COMMENTS...

The customer has now ordered 80 of the new replacement guns and ERIKS is talking about rolling out to other sites.

MORE INFORMATION

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know-how makes the difference

