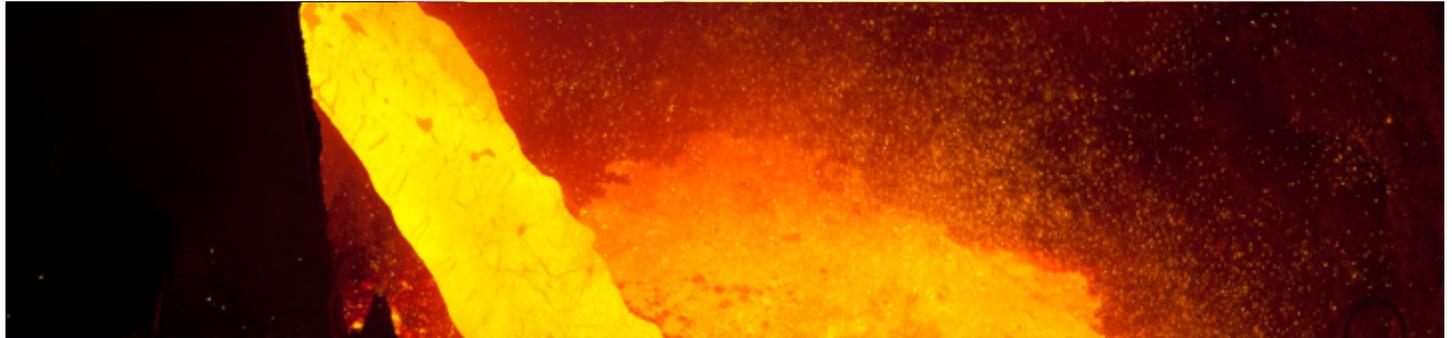




Summary



Industry:	Metals
Application:	New hydraulic cylinder and seal kit plus fitment to improve capacity of test rig
Actual Saving:	£250 000
Payback Period:	Undisclosed



Improved capacity for steel manufacturer

Forethought reduces risk of delay

ISSUE

A major large bore steel pipe manufacturer for the oil and gas industry was considering replacing their hydrostatic pipe testing facilities for completed tubes. This would increase their manufacturing capability to meet the future demands of their customers. The cost of purchasing new machinery was millions of pounds. This prompted the customer to investigate the cost of upgrading and improving their current machinery to facilitate future requirements.

SOLUTION

ERIKS were provided drawings and details of the refurbishment, and were asked to tender for a new, large hydraulic cylinder.

ERIKS involved one of their major hydraulic partners, Eaton Industries in Holland. A delivery schedule of 7 months was agreed, this coincided with the customers annual shutdown.

In addition to the cylinder order, ERIKS arranged for an Engineer to be on site during installation and a spare seal kit was also delivered in case any cylinder seals were damaged. Should a seal have been damaged, installation would have been delayed 10 weeks and production of the tube would have been held up, at a cost of well over £250K to the customer.

OTHER BENEFITS

- Risk of delay reduced by forethought from ERIKS
- Superior installation with supervision of engineer

FURTHER COMMENTS...

The cylinder was delivered and installed, under the supervision of the Eaton Engineer. The test facility is now up and running and our customer is highly delighted with the cylinder and the way ERIKS dealt with the project from beginning to end.

Ian Mountain
Field Sales Engineer, Northern Region
ERIKS Fluid Power

MORE INFORMATION

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