



Summary



Industry:	Metals
Application:	Electric Motors
Actual Saving:	£31280
Payback Period:	Undisclosed



Thorough information gathering is key

ERIKS were very thorough in ensuring a quote was made on the right motor

ISSUE

The new Blast Furnace at Port Talbot was fast approaching the Commissioning phase and would soon be fully operational. The spares engineer responsible for the area of plant had realised that they had no backup stock for some of the critical plant motors. As the incumbent Electric Motor Contract owner, ERIKS were offered the opportunity to submit a quote to supply.

SOLUTION

ERIKS were provided with the basic specifications of the installed motors. However, soon realised that this wasn't going to be enough to ensure that the correct motors were quoted. The on-site team arranged to visit the plant to gather the necessary information.

ERIKS were then able to offer a quote for the replacement spare motors in both the existing IE2 efficiency and the more efficient IE3. The customer chose to opt for the same IE2 motors which resulted in the customer benefiting from a 20% saving on the price paid to the original supplier.

OTHER BENEFITS

- Significant saving made to the area engineering budget

FURTHER COMMENTS...

The order for the critical spares was subsequently placed with ERIKS and the company's Contract Manager gratefully signed off the substantial saving.

MORE INFORMATION

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know-how makes the difference