

# IMPROVING RELIABILITY AND SAFETY

Helping a distillery drive efficiencies across its operations.



## CHALLENGE

To review and increase valve performance whilst eliminating failure.

## EFFICIENCY-DRIVEN SOLUTION

- On site audits to identify performance issues
- Training to help engineer's self-service
- Consolidated supply of valves and instrumentation

## PARTNERSHIP OUTCOME

- Reduction in MTBF
- Easier ordering process
- Establish MJ Wilson as a single source for all instrumentation needs

## TECHNOLOGY AND BRANDS

- Control Valves – Emerson Fisher-Rosemount
- Pressure Transmitters – Emerson Fisher-Rosemount
- Coriolis Meter – Emerson Micromotion
- Communicator/ Calibrator – GE Genie
- Ultrasonic Clamp-on Hire – Katflow 200



EFFICIENCY ENGINEERED



VALUE ENGINEERED



SAFETY ENGINEERED



PARTNERSHIP ENGINEERED



CONSISTENCY ENGINEERED



"The time spent in auditing our site was invaluable, giving us a complete understanding of our valve requirement. With that in place, everything followed – the training, the support, the technical advice and a safer more reliable plant. From the moment we began working with MJ Wilson, there's been a significant change in efficiency."

## THE CUSTOMER AND BACKGROUND

A major distiller with several sites across the Highlands of Scotland.

## THE CONTEXT AND CHALLENGE

The customer sourced valves from multiple suppliers but was experiencing regular problems with product failures. We had been supplying intermittently to one site, but at the time hadn't become an established supplier.

## OUR APPROACH AND SOLUTION

A detailed 3-day site survey of the key valve applications was carried out. During this, it became clear that the existing valves hadn't been specified with the relevant process data required, resulting in leakage and failure. We collated the required data and developed a detailed requirements list. This highlighted that the most suitable and accurate valve was from Emerson. In parallel to this we carried out leak repair training for all site engineers.

We are regarded as a trusted advisor and provide technical support to engineers on key projects, delivering:

- Valves for a new line
- Coriolos flow meters for mature vats

### MJ WILSON TRUSTED ADVISOR

We know how vital it is to keep production running and people safe. That's why we're so committed to making site visits and seeing the challenges at first-hand. In this case, we made a significant upfront investment in an initial evaluation. The information we gathered laid the foundation for driving the improvements required. This, and our on-going commitment to surveys and support – both with products and technical recommendations – has meant we've been able to introduce safety and efficiency improvements across the site. When you're under pressure to work smarter and faster, you can't afford downtime. And when you need us, we're already there.

**Value Engineered. Efficiency Engineered. Partnership Engineered.**



VALUE ENGINEERED

**75%** CUT FAILURE BY  
IMPROVEMENT IN  
PRODUCTIVITY



EFFICIENCY ENGINEERED

**80%** POTENTIAL HEALTH  
AND SAFETY  
ISSUES REDUCED



PARTNERSHIP ENGINEERED

**100%** TECHNICAL  
SUPPORT ON  
KEY PROJECTS