

EFFICIENCY ENGINEERED ON A NEW PRODUCT LINE

Driving instrumentation and valve improvement across complex processing operations.



CHALLENGE

To recommend products to drive efficiencies whilst reducing inventory.

EFFICIENCY-DRIVEN SOLUTION

- Temperature, pressure and flow solutions to help automate a new production line
- Introduce supply efficiencies
- Update of site standards

PARTNERSHIP OUTCOME

- Successful delivery of new line
- Ongoing efficiencies and cost-savings
- Reliable and cost-effective supply of materials
- Simplified sourcing and maintenance activity

TECHNOLOGY AND BRANDS

- Emerson – Pressure, Temperature and Flow Instrumentation
- Valves – Bray c/w Actreg actuator, Westlock switchbox and RGS Solenoid Valve



EFFICIENCY ENGINEERED



VALUE ENGINEERED



SAFETY ENGINEERED



PARTNERSHIP ENGINEERED



CONSISTENCY ENGINEERED

THE CUSTOMER AND BACKGROUND

This customer is a global supplier of polymers with a number of process plants worldwide, including on the east coast of England where it manufactures additives for a wide range of industrial applications. Faced with rising material costs and supply chain issues, the customer decided to create a new product line to manufacture one of the key materials used in their process operation. We helped implement this by involving key manufacturers at the design stage to ensure the equipment specified would suit the process requirements, driving efficiencies into the operation.

THE CONTEXT AND CHALLENGE

The addition of a new line in the process plant demanded a step-change in technology, including the introduction of flow meters and pressure and temperature transmitters. In addition, the plant deployed a variety of process vessels, each typically using a variety of manufacturers' brands – including temperature instrumentation with sensors of differing lengths. To drive efficiencies across their operations, the site engineers were on a mission to update and automate all their current processes, including updating site standards to simplify maintenance activity and consolidate suppliers to streamline sourcing.

MJ Wilson has had a trusted presence on site for many years, controlling a vendor managed inventory of mechanical stock. As a result of this relationship, we were invited to submit a proposal for instrumentation and valve requirements for the new product line, as well as for helping them automate their processes to improve plant efficiency.

OUR APPROACH AND SOLUTION

For the customer, reliability and process efficiency was key, and to ensure we engineered the right solution we made several detailed site visits to thoroughly understand the application and requirements. As our recommendation involved the replacement of existing OEM fitted products with best in class alternatives from our reliable and trusted brands.

As a result of this, our proposal was accepted and over the course of 12 months we supported the introduction of the new line, supplying temperature and pressure transmitters, together with magnetic and Coriolis flow meters and ball valves with actuation.

As a result of our commitment, the customer has since involved us more closely in other operational improvement activities, including establishing site standards to help rationalise and reduce critical spare stock.



"We've respected MJ Wilson's expertise for some time, so asking them for support on this new project was a logical step. Whether it's mechanical products or sophisticated instrumentation, they're always there with the right products and the best advice."

MJ WILSON TRUSTED ADVISOR

By working closely with the site engineers, and involving key manufacturers, we were able to help drive confidence and efficiencies across the plant, ensuring the customer was able to achieve efficiencies – in production, brand, inventory and stock control.

Efficiency Engineered. Partnership Engineered. Value Engineered.



EFFICIENCY ENGINEERED

80% IMPROVEMENT IN EFFICIENCIES WITH AUTOMATED LINES



PARTNERSHIP ENGINEERED

100% DELIVERY OF NEW LINE



VALUE ENGINEERED

80% REDUCTION IN CRITICAL SPARE STOCK