

PROACTIVELY DRIVING COST AND PRODUCTIVITY GAINS

Making the business case for product replacement in a hydrogen-filled furnace.



CHALLENGE

To help the engineering team identify maintenance problems, and to support them in developing a cost-effective solution.

EFFICIENCY-DRIVEN SOLUTION

- Identify components requiring continuous repair
- Site survey of the performance of existing equipment
- Provide trial unit before full implementation
- Provide an engineered solution for oxygen and hydrogen analysers

PARTNERSHIP OUTCOME

- Added value in supplying a trial unit before implementation
- Simplified ordering and maintenance process
- Less failure and downtime
- Significant cost-savings

TECHNOLOGY AND BRANDS

- Gas analysis and preparation from GE



EFFICIENCY ENGINEERED



VALUE ENGINEERED



SAFETY ENGINEERED



PARTNERSHIP ENGINEERED



CONSISTENCY ENGINEERED



THE CUSTOMER AND BACKGROUND

Our customer is a major steel manufacturer.

THE CONTEXT AND CHALLENGE

The customer uses hydrogen-filled furnaces for the processing of steel strips used in transformer applications. In order to monitor hydrogen levels, the company had site standard analysers. MJ Wilson were supplying spares for all equipment and had noticed an unusual pattern: we were receiving a high number of orders for replacement Katharometers, the main component within the site standard analysers. Costing several thousand pounds each, Katharometers are critical to the furnace's operation. However, by noticing the pattern we also identified an opportunity to replace the old legacy equipment with newer, more efficient GE analysers.

OUR APPROACH AND SOLUTION

In order to engineer efficient solutions, we looked to add value through pro-active expertise and advice. In this case, we arranged a site visit to explain our findings, helping the customer's engineers realise that there was a repetitive problem, and that we believed there was a value engineered solution that could save money. However, a full multi-functional decision-making process had to take place prior to project approval.

To gather evidence, we initiated a site survey with the manufacturer so they became part of the solution, adding value and reassurance to the customer. GE developed a trial unit that was installed and performed in line with our recommendation. With this positive evidence, we then helped the engineering team build a business case for the replacement of their analysers. This was duly approved and implementation is ongoing, helping the customer achieve:

- Brand consolidation
- Reduced inventory
- Increased uptime

MJ WILSON TRUSTED ADVISOR

Rather than simply look at standard fulfilment, our focus is on delivering step change and improvement. In this case, we recognised a reoccurring problem, and used our knowledge and expertise to engineer a reliable and cost-effective solution. This is typical of our way of working, and it's what makes us a trusted adviser to UK industry.

Efficiency Engineered. Value Engineered. Partnership Engineered.

"The proactivity of MJ Wilson has led to significant cost-savings and productivity improvements. Working with the manufacturer, they were also able to help us make the commercial case for replacement. In a large organisation such as ours, this was a vital stage in gaining approval. The results so far have been impressive."



EFFICIENCY ENGINEERED

400% INCREASE IN UPTIME



VALUE ENGINEERED

50% REDUCTION IN INVENTORY



PARTNERSHIP ENGINEERED

100% DELIVERY OF STEP CHANGE AND IMPROVEMENT