

# UPDATING A PLANT TO IMPROVE PERFORMANCE

Supporting the transition towards a more efficient manufacturing facility.



## CHALLENGE

Helping an international manufacturer improve quality, reliability and performance.

## EFFICIENCY-DRIVEN SOLUTION

- Introduce best practice instruments and valves
- Upgrade existing installations
- Technical advice and support

## PARTNERSHIP OUTCOME

- Improved plant productivity and performance
- Reduce downtime
- Supplier consolidation

## TECHNOLOGY AND BRANDS

- Emerson Fisher-Rosemount, Asco
- Pentair Valves
- Ashcroft



EFFICIENCY ENGINEERED



VALUE ENGINEERED



SAFETY ENGINEERED



PARTNERSHIP ENGINEERED



CONSISTENCY ENGINEERED



## THE CUSTOMER AND BACKGROUND

Based in Yorkshire, this customer is an international manufacturer specialising in industrial chemicals. A process and quality driven business, it has made significant investment, resulting in sustained growth. MJ Wilson has been a trusted advisor throughout this process.

## THE CONTEXT AND CHALLENGE

We were invited to help solve a performance issue relating to level measurement using a Bourdon pressure cell. We resolved this challenge, but during the visit it became clear that the site was operating outdated equipment, with frequent breakdowns, resulting in poor productivity. We were asked to support them in their transition to become a more efficient and productive plant.

## OUR APPROACH AND SOLUTION

We committed to a long-term partnership which impacts positively on people, plant and processes. We focussed on applying our expertise to help the customer work better. We made regular visits to the site, forging a close working relationship with the Engineering Manager and team. With issues surrounding both reliability and performance across the estate, the scale of the challenge was considerable.

Keen to undertake an on-going programme of continuous improvement, they were open to advice and recommendations. We began by supplying flow and level instruments to improve control. From here, we moved onto Hindle valves, offering an off-the-shelf built-up package to the customer's specification, back wired with an Asco solenoid.

The customer's engineering resource was small, and we became an extension of their team. Over the years, we have been a major partner in upgrading the plant, offering technical and hands-on support as well as access to equipment replacements and improvements including heat tracing, flange guards, unistrut, electrical tray and bolting. Supported with best practice instruments and valves, we have played a key role in transforming the performance and productivity of the plant. During this time, notable achievements include supporting the introduction of a new processing vessel with best practice valves and instrumentation.

Our involvement continues – we are a trusted adviser to site.

Today, most of the sub optimal equipment has been replaced with equipment offering a much longer service lifecycle. As a result, the site enjoys increased uptime and enhanced productivity.

"In a competitive, quality orientated business like ours, it's imperative to continuously review and improve both plant and process. It's here that we've really benefited from MJ Wilson's expertise. Over a number of years, they've proven to be far more than just a supplier of quality products, and have helped us upgrade and transition our entire plant to take advantage of new technology and best practice. As a long-standing partner, it's fair to say that they've been a significant factor in our growth and success."

## MJ WILSON TRUSTED ADVISOR

Our involvement with this customer stretches back many years and shows how we've been able to drive efficiency and improvement across their business. In addition to supplying quality products, we've been providing the advice and expertise needed to upgrade their plant and deliver the improvements and performance. This continues today, establishing us as a partner of choice for their continued evolution.

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



VALUE ENGINEERED

**70%** IMPROVEMENT IN YIELD FROM INCREASED MONITORING



EFFICIENCY ENGINEERED

**80%** MORE ACCURATE MEASUREMENT



PARTNERSHIP ENGINEERED

**100%** DELIVERY ON OUR PROMISE