



CASE STUDY

ATLANTIC PUMPS HELPS GLOBAL STEEL COMPANY AVOID POTENTIAL FINE

CASE DETAILS

Date: November 2016

Atlantic Representative: Mark McCreadie

Company: Cymru Industrial Supplies Ltd (for Tata Steel)

Clients Name: Dan Cobb

Address: Addison Rd, Port Talbot SA12 6HZ

Telephone No. 01639 899871

BACKGROUND

Cymru Industrial Supplies Ltd are one of the pump suppliers to Tata Steel at Port Talbot. Tata is Europe's second largest steel producer, with steelmaking in the UK and Netherlands, and manufacturing plants across Europe. When a pump failed on the Port Talbot site at the start of November, Cymru contacted the original pump manufacturer who quoted a lead time of ten weeks. Cymru needed to source a replacement pump that day and have it operational quickly, to avoid costly issues (calculated at over £200,000) related to the pumping of dirty slurry in the manufacturing process.

SOLUTION

Cymru Industrial Supplies found Atlantic Pumps online. They had seen from our website that we stocked new and refurbished pumps; a conversation with our sales team led them to become interested in - and go on to purchase - a new SlurryPro 4x3 slurry pump.

The SlurryPro 4x3 is a horizontal centrifugal slurry pump designed for highly abrasive applications. The pump features an oversize shaft and bearing for zero shaft deflection plus 'run cool' bearing house for longer bearing lubrication life. For a product overview and to view our full range of SlurryPro pumps visit www.atlanticpumps.co.uk/brands/slurrypro

The order was placed in the morning and the pump was delivered to the Port Talbot site the very same day from our large, well-stocked Sheffield warehouse. The pump arrived on time at 2 o'clock and was being installed by 3 o'clock. Cymru Industrial Supplies were very satisfied with Atlantic's involvement and have since gone on to purchase a backup SlurryPro 4x3 from us. This wasn't the first time Atlantic Pumps have been called upon to supply a suitable pump to a site at very short notice; it's something our knowledgeable, trained staff handle comfortably on a regular basis.

When downtime can cost into the tens of thousands of pounds an hour and, as we've seen here, fines can potentially cost hundreds of thousands of pounds, having a supplier who stocks and supplies pumps and parts on very short lead times is a necessity to all. This, combined with our ability to supply quotes within the hour and our desire to help clients save money are just some of the reasons many are now turning to Atlantic Pumps as their chosen pump supplier.



Peter Soundy / Picfair

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