



NORGREN®

Materials Handling Case Study

Delivering On-site Savings to Transform Project Productivity and Profitability

Location: Australia

Customer: FILQUIP

Growth driven: Time savings for on-site installations, productivity improvements, prompt end-to-end service and support

Problem

The success of a project is determined by efficiency at every stage. In particular, the materials handling industry is driven by a need to find ways to save money and increase profits without sacrificing quality across the production line.

FILQUIP is a material handling equipment and maintenance provider that specialises in supplying equipment and filtration media for powder and granular materials as well as water treatment and filtration. Prior to Norgren ANZ, parts for new installations were assembled at various areas on site which led to wasted time and significantly impacted productivity. FILQUIP engaged Norgren ANZ to optimise on-site installation time for projects through a solution/s that provided:

- A consolidated spot for installation that cut install time and cost
- A fixed price to the solution to reduce TCO
- A reduction in downtime and its impact on the bottomline
- Better project control and value add to existing systems

Solution

In line with FILQUIP's requirements, Norgren ANZ worked to deliver specialised material handling installations and DC systems that enabled significant time savings for on-site installations.

Control cabinets ensured installation consolidation in one place and were purpose-built for various hopper and dust collection applications. Moreover, special kits developed for mobile hopper and pinch valve applications showcased 'breakthrough engineering' and innovation for reliable performance in the long-term.

In addition to quality, the longevity of FILQUIP's relationship with Norgren ANZ can be attributed to the professionalism of the team, end-to-end experience received and a service approach of 'going the extra mile'.