



## Ayton - Case Study : **Halifax Fan Limited**

Halifax Fan Limited is the UK's leading manufacturer of centrifugal fans, with over 60% of production exported. Their fans can be manufactured from mild steel, stainless steel and other hybrid metals and alloy, and are built to bespoke designs to suit a wide range of industrial applications including Petro-Chemical, Pharmaceutical, Nuclear, Offshore, Food Processing and Fume Extraction.

To ensure that their fans continue to provide long service in arduous conditions worldwide, fabrication at the company's Brighthouse manufacturing site must be of the highest quality.

### **Client Requirements**

In order to identify potential cost savings and opportunities to improve efficiency, Ayton were requested by Halifax Fan to carry out a full commercial and technical review.

At the time of the review in 2006, the company was using industrial gases through a combination of liquid tanks, cylinder packs and loose cylinders, with an annual spend of approximately £50K per annum.

### **Action Taken**

Ayton's recommendations from the review were put into practice, including a major renegotiation of pricing with the company's industrial gas supplier, under the stewardship of Kevin Garbutt, Engineering Buyer at Halifax Fan.

Ayton installed their AGC gas control system to monitor and improve efficiency, and also managed a reduction in gas cylinder usage to ease mechanical handling issues in the production process.

Ayton now carry out an industrial gases audit on a monthly basis to cover ongoing technical, commercial and safety issues. This includes analysis of gases to ensure Halifax Fan's quality standards are maintained, and checking all gas invoices and delivery notes for accuracy.

### **Client Benefits**

Ayton's AGC gas control equipment reduced the volume of welding gases used by approximately 75% per component.

This reduction in gas usage has improved Halifax Fan's Carbon Footprint by approximately 6 tonnes of carbon equivalent per annum.

Halifax Fan's overall annual spend on industrial gases has fallen by 50% since Ayton's involvement.

Despite initial scepticism, Kevin Garbutt is delighted with the impact that Ayton's market knowledge and purchasing power has had upon the business.



*Halifax No 56 Backward curved fan designed to API 673, 2nd edition 2002.*

*Impeller mounted between bearings on common base frame with anti vibration mounts c/w IVC, Inlet silencer. Fan case & inlet box acoustically lagged. The fan is designed & constructed to an agreed marine specification for Floating Production Storage & Offloading facilities (FPSOs) for a world leader in combustion engineering.*