



Ayton - Case Study : **Midland Steel Traders Limited**

Midland Steel Traders Limited (MST) is the leading supplier of undercarriage components, Hi-Spec buckets and wear parts throughout the UK and the world.

MST provides the construction, mining, quarrying and plant hire industries with replacement spare parts for undercarriage and ground engagement tools.

MST manufactures high quality Hi-Spec buckets and attachments designed to suit their customers' specific requirements and applications. All the buckets are manufactured in a fabrication workshop in Birtley and are designed to work in some of the world's toughest environments.

Client Requirements

Cliff Lamb, the General Manager at MST, had been concerned for some time about the high cost of renting their decades old oxygen tank from his industrial gas supplier. He had tried to purchase a replacement tank from his supplier without success.

Ayton were requested to carry out an industrial gases review to identify potential cost savings and opportunities to improve efficiency.

Action Taken

Ayton were able to source and supply to MST a newly refurbished oxygen tank, complete with full service package. The tank was ten times bigger than their original one, with the monthly lease purchase cost less than their original monthly rental.

MST's ability to buy in larger loads, together with Ayton's considerable purchasing leverage in the industrial gases market, resulted in a very large reduction in the unit cost of liquid oxygen.

Ayton installed their AGC gas control system to monitor and improve efficiency, and also fitted a new argon/carbon dioxide pipeline to eliminate the need for cylinder handling in the welding process.

Client Benefits

Ayton's actions have resulted in a reduction of the volumes of argon and carbon dioxide used by well over 50%.

This has improved MST's Carbon Footprint by approximately 30 tonnes of carbon equivalent per annum.

MST's annual spend on industrial gases has been reduced by approximately £3.3K per month since Ayton's involvement.



Monthly on site audits carried out by Ayton engineers, covering the ongoing technical, commercial and safety issues associated with the use of industrial gases, ensure that these savings will continue to be made.

*Ayton Consulting Finance Manager
Cliff Lamb—MST General Manager*