

Case Study

Techserv



WHO: E.B.HAYWARD

WHERE: GLOUCESTERSHIRE

WHAT: BLUE MARLIN

WHY: AFFORDABILITY, VERSATILITY AND EASE OF USE



(Above) Parts manufactured by E.B. Hayward using a Techserv Blue Marlin

Family-run business E.B. Hayward, based in Gloucestershire, decided to buy a Techserv Blue Marlin plasma cutter after acquiring a neighbouring unit which enabled them to expand their business.

The company is eight-strong and has a large client base covering a range of industries including concrete products, agriculture and hydraulic presses. Before acquiring the Blue Marlin, E.B.Hayward was spending up to £2,000 a month on outsourcing the laser cutting of parts for customers. The decision to invest in a Blue Marlin quite simply made financial good sense.

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Proprietor and long-term customer Simon Hayward explains:

“ Since we’ve bought the Blue Marlin we’ve been able to cut 90% of everything we need, in-house. We are now able to satisfy our customers by producing one-offs, first-offs and prototypes as well as small to large batches of a wide variety of sheet metal and fabricated components up to one tonne.”

Simon chose the machine for its keen price and intuitive software.

“ The Blue Marlin has a very simple to use control system” he said. “We often have young people come to us to learn the trade and they find it very intuitive.”

When considering the competition, Simon said a similar machine produced in the USA was too flimsy not to mention more expensive.

“ What I like about the Blue Marlin is that it is a high quality plasma cutter which produces almost laser quality and enables us to serve a diverse range of customers.

“ All items are manufactured to our customers’ drawings which we are able to cut immediately. If a slight modification is needed, then we can make the change and cut a new unit.

“ The flexibility of being able to produce one-offs has opened up a whole new market for us.”

(Above) Machine cover for Spirax Sarco manufactured by E.B. Hayward using their Techserv Blue Marlin

Many thanks to Simon Hayward.

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(Below) E.B. Hayward's Blue Marlin in action

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