

 CASE STUDY

Scaling Up: How MWS Helped a Food Manufacturer Realise Significant Savings on 300 Weighing Scales

A large FMCG manufacturer of readymade meals was facing a significant expense to replace over 300 obsolete weighing stations. MWS was able to provide a creative, cost-effective solution by upgrading existing equipment, resulting in significant CAPEX savings.

CUSTOMER PROFILE

In 2022, MWS was approached by a large FMCG manufacturer of readymade meals, operating from multiple production facilities.

As a fast-paced manufacturer, the client requires weighing scales that can match their demands. A typical process at site includes a conveyor line with multiple takeaway stations each adding a single ingredient. These tight tolerances require accurate and reliable scales that operate at speed.



THE CHALLENGE

The Food Manufacturer was informed by their weighing supplier that over 300 weighing stations across multiple manufacturing sites were becoming obsolete in January 2022.

The incumbent supplier quoted for brand new machines to replace the existing equipment, the value of which was expected to be over £1.5m.

During discussions, existing problems surrounding response times to breakdowns were also raised. This was a cause for concern for the Food Manufacturer who needed engineers onsite faster than what was being previously delivered.

As this was an unplanned CAPEX project, the total cost was prohibitive, forcing the client to look for alternatives in the marketplace.



THE SOLUTION

Drawing down on multiple facets of the business, MWS was able to come up with a solution to upgrade the existing scales using expertise from the design, fabrication, service and systems departments to deploy a solution that not only met expectations but came in significantly under the customer's expected budget.

The weighing stations were delivered to the MWS factory where new steel parts were fabricated and fitted to the existing stations. This allowed the weighing terminal to be upgraded to the MWS Micro6000 model that runs a bespoke takeaway weighing app and connects to alternative management software via Wi-Fi that has been installed at each site.

A key component of the upgraded machines is the hygienic design. Whereas the old equipment was prone to water gathering inside the terminal, the new Micro6000 model has been purpose built to ensure water and other contaminants are unable to penetrate the machine, which in turn will extend the life of the equipment.

The Food Manufacturer runs a dynamic and fast paced business where multiple production lines are in constant use, therefore it was important to minimise downtime and interruption. Because of this, the weighing stations were removed in small batches of ten to twelve units and returned two weeks later ready for use.

RESULTS



Scales
refurbished



CAPEX
savings



Reduction in call
out waiting times

CONCLUSION

By choosing MWS as a partner, the group is expected to make significant CAPEX savings.

Furthermore, ongoing repair costs will be lower and response times to breakdowns have improved due to the dedicated service team located near to the group's factories.

The MWS option not only reduced the overall cost but also limited the amount of waste and energy created in building new stations by utilising the existing stainless steel stands and modifying them to suit the new terminal.

Speak to us today to find out how we can help you save money on your next weighing solution project.

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80%

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50%

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