

BUILT FOR PRESSURE

THE OFFICIAL
NEWSLETTER OF

MEOX

THE UK'S LARGEST
MANUFACTURER OF
DUNLOP HIFLEX



IN THIS EDITION

Agricultural Powerhouse
Richard Western

Technical Talk with Justin Relf

WELCOME

Welcome to the first edition of the MEOX newsletter - Built For Pressure.

My role in this publication is to provide you with a market overview, an opinion of what I am seeing and hearing whilst meeting with UK OEMs.

Many of you may not know that MEOX is the UK hydraulic hose production arm of Dunlop Hiflex. We are the last remaining direct manufacturer still assembling 'bulk' hydraulic hoses here in the UK.

Following Brexit, our main competition closed their UK production facilities and moved to Eastern Europe. We felt that UK OEMS would suffer, so we took the opportunity to expand our production capabilities and our stock holding.

This has really helped our customers in more recent times. Supply chain issues have led to a forever changing production programme. With our stock and manufacturing, here in the UK, we have been able to react and produce orders on very short lead times, at a time when our competitors quote circa 12 weeks from Europe.

'Green shoring' is a phrase many OEMs are mentioning to me. More of you are looking for reliable UK supply. Not only is this good for safeguarding production, but it's also helping reduce your carbon footprint as companies assembling here in the UK heavily reduce European transport emissions..

I am also seeing a lot of OEMs reducing the quality of their hydraulic hoses in order to counteract increasing costs. Even the top tier manufacturers of hydraulic hose have released products that only meet 400,000 cycles during validation tests. As a result, UK OEMs are experiencing unusually high volumes of warranty claims. This is due to hose covers rubbing together and failing in the field.

Our standard product is still validated to 1m impulse cycles, and in most cases we are still able to offer UK OEMs a big saving by allowing them to come directly to us. By cutting out the middleman we are seeing an average saving of circa 20%.

We have capacity, stock and market-leading support. Feel free to drop me a note anytime and I will personally talk you through our proposition.



Matthew Gissing

Sales Director

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INTRODUCING MEOX

We are MEOX, the largest hydraulic hose production and assembly manufacturer in the UK, bringing cutting edge technology and market-leading product support to the UK OEM market with our next-generational Dunlop Hiflex hydraulic range.

At our UK based production facility we boast a stockholding of over £1.5m of raw bulk material, our customers benefit from immediate access to the worlds most technologically advanced products at highly competitive prices.

Validated by major OEMs, such as CNH, John Deere and Liebherr, to over 1m impulse cycles, our Dunlop Hiflex range is tested under the toughest conditions. It's widely recognised that our products are some of the most reliable, flexible and robust available for purchase anywhere in the world.

Coupled with our CNC tube bending capabilities, we can offer port-to-port, non-leak hydraulic systems, with a three year warranty on all products.

"The product is the most premium and flexible we have ever used"

Want to know more?

Read our case study on page 3.

WORKING WITH



At MEOX, we pride ourselves on delivering hands on cost saving solutions to the UK OEM market. As the last remaining direct hydraulic hose manufacturer, stocking and assembling in the UK, our products, technical capabilities and services all contribute to ensuring UK OEMs products reach their potential.



The Client

Founded in the 1960's, Richard Western are one of the UK's most prestigious manufacturers of high-quality farm trailers and spreaders. Their reputation within the agricultural industry makes the Richard Western products some of the most highly respected and sought after globally.

Working alongside agricultural dynasty, Richard Western, here's how we've saved their business time and money during our three year partnership, as well as enhancing the performance of their OE products.

"The challenges we were beginning to face, prior to using MEOX, were long lead times and prices were starting to increase. This would have been a problem for us had we not made the switch to MEOX"

Michelle Whatling, Buyer

The Challenges

Product lead-times and increasing supplier cost, two challenges no UK OEM wants to face, but these were the major challenges faced by the Richard Western team.

Richard Western were beginning to experience long lead-times on their hydraulic solutions products, something they could not afford given the time sensitive nature of their own production process. This challenge, along with gradual price increases due to the overseas distribution services of their existing supplier, led to Richard Western seeking an alternative supplier for their hydraulic solutions.

The Solution

A UK based business, manufacturing and producing the most technologically advanced hydraulic products in the world, delivering unrivalled technical support and all at the most competitive prices available - Richard Western turned to MEOX.

As Dunlop Hiflex UK we boast a stockholding of over £1.5m of raw bulk material – readily available at all times - this was the first attraction to MEOX for Richard Western.

Secondly, not only could we offer the consistent supply of the world's best products, but we also boast the industry leading knowledge and expertise of our highly skilled Technical Team, all of whom have years of experience within the hydraulic solutions industry.

Led by our Head of Technical, Justin Relf, we have built fully bespoke hydraulic solutions to aid the performance of the Richard Western machines. Spending time with the Richard Western Engineers, our line side hydraulic kits are designed and initially fitted by our Technical Team at no extra cost to the customer.

With MEOX there's no need for archaic piece-meal ordering.

As each kit is tailor-made to the exact requirements of the OE production, there's zero wastage, giving our customers fantastic financial savings. This process also saves huge production line time and manpower hours– all aided by our free of charge easy install guides. Produced by



"Many of our kits are pre-made and stored ready for us to call them in when required. We never experience downtime waiting for hydraulic hose kits"

our Technical Team, these assist the build process and reduces production line errors.

Using our 'just in time' service enables us to build

"It was a very quick process to move over to MEOX. We have received excellent face-to-face technical support and account management"

Michelle Whatling, Buyer

and hold additional line side hydraulic kits at our UK production facility, these are shipped to the Richard Western production lines at a time to fulfil their production requirements – we even hold back-up products for those last minute or unexpected orders.

The Results

Taking Richard Western from piecemeal ordering, MEOX has produced fully bespoke hydraulic kits tailored to the requirements of their OE manufacturing needs.

We hold pre-made stock of their kits in our Distribution Centre, ready for them to call-in on a just in time basis. This has helped them to build confidence in their supply chain, whilst reducing their stock and wastage.

Richard Western know they can depend on our product and people to continuously deliver an outstanding service in these challenging times.

TECHNICAL TALK WITH JUSTIN RELF



Contact Technical Support
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I've been working within the manufacturing industry for the last 15 years. Starting my working life at John Deere, I joined MEOX 7 years ago as Head of Technical. With my Team, we've been building and refining tailor-made hydraulic solutions for major OEMs across the UK using our market-leading Dunlop Hiflex hydraulic product range.

The journey of our Dunlop Hiflex hoses started in Scotland in 1887 and are today used and revered globally.

The First Hoses

Dunlop Hiflex has always been at the forefront of market innovation. From the Early days of John Boyd Dunlop.

John Dunlop's idea about air-filled rubber hoses was the beginning of an industrial manufacturing of air-filled tires and, later, the development of hydraulic and industrial hoses. Dunlop Hiflex, are specialists in hoses for high and low pressure and through our unique position with manufacturing in our own factories, we are leading the development of the next generation of top-quality hoses. But we still carry the name that originated from a Scot and bike with pride.

Hydraulic Hoses of Today

In a world with ever-increasing flow rates, higher working pressures and complex installations, the need for hydraulic spiral hoses to perform with smaller bend radii and extreme flexibility is forever increasing. Dunlop Hiflex has a long history of technical innovation, culminating in the range of the new PowerflexBio Extra high-performance spiral hoses.

These new spiral hoses were born from the need to exceed the ever-more demanding demands of modern hydraulic systems, as flow rates have increased so too have hose bore sizes, making

installations tighter and putting greater strain on traditional spiral hoses.

Subjecting a hose to a bend radius smaller than the recommended minimum, places excessive stress on the reinforcement. This reduces the ability to withstand pressure, in particular, bending immediately behind the ferrule can cause undue strain on the hose reinforcement, this is a common cause of failure.

PowerflexBio Extra has improved the minimum bend radius and when coupled with the new improved interlock range of hose fittings the minimum behind the ferrule bend distance can be reduced.

When coupled with the new H17 interlock fittings the Powerflex Bio extra offers extreme and unrivalled flexibility, bend radii are up to 60% less than ISO 18752 specifications.

What does this mean for you, the customer?

Ease of fitment, with less force required to bend the hoses into position installation, is quicker and safer.

Long service life, all the PowerflexBio Extra range Exceeds impulse test performances according to ISO 18752 and features a Hi-Tuff cover for top abrasion & ozone resistance.



Compatibility, the PowerflexBio Extra range is fully compatible with Bio hydraulic oil.

Performance and Homologation, Performance according to ISO 18752 Grade C and Type C. full range of type approvals and homologations.

MEOX

Meox is the UK arm of Dunlop Hiflex, we specialise in providing OEM line side kits. Meox has one of the largest UK stock holdings of hydraulic hose and components, coupled with our modern hose assembly facilities, Meox can fully support and service our OEM customers.

We have some of the UK's best technical applications engineers able to provide on-site technical support, troubleshoot installations and assist with any product specification.

Having access to the latest products coupled with our high-tech production facilities means that Meox is at the forefront of modern hydraulics.

Money saving tips from our Technical Team

✓ Tip 1

Line Side Kits will save you money over piecemeal ordering. Made to your exact specifications, this reduces wastage, time to build and manpower hours on your production lines.

✓ Tip 2

Reduce the steps in your supply chain, buying direct from a UK manufacturer reduces carriage, production and import tax charges.

OUR ENVIRONMENTAL COMMITMENT

As an industry we must become more aware of the impact our carbon footprint has on the world and we are continually looking at ways of reducing our carbon emissions. One of the top four major contributors to carbon footprints is transportation.

One way that we are reducing our carbon footprint is through minimising our overseas imports coming from mainland Europe. By producing higher volumes of hydraulic assembly's, we are increasing our vast stockholding of raw product material in bulk held right here in the UK.

This enables our customers to become less reliant on overseas imports to keep their production lines moving – thus reducing the impact on the environment.



MEOX

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DUNLOPHIFLEX

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