

BUSINESSCASE

EJNER HESSEL



Using DST-DEGREEZ® results in annual savings of € 34,000 for Ejner Hessel

Family-owned Ejner Hessel A/S with its head office in Brande is Denmark's leading car dealership with sales to both business customers and private individuals. The company is an authorised Mercedes-Benz, Renault and Smart dealership and service centre.

The company was founded in 1968 and has expanded in Jutland over the years. The Zealand market was added in 2008 and today, Ejner Hessel has 21 departments, 14 in Jutland and seven in Zealand. The Ejner Hessel Group is co-owner of the Mercedes-Benz Starmark centre in Vejle, the largest used car dealer in Scandinavia which also has departments in Aalborg and Hørsholm.

The group also includes a property company which owns and lets business properties to other companies in the Group. Today, Hessel has a staff of approx. 700 and annual sales of DKK 2.2 billion.

For more information visit www.hessel.dk



Headquarters: DST-CHEMICALS A/S · Merkurvej 27B · DK-6000 Kolding · Tel: +45 7550 6360

As Denmark's largest and most successful car dealership, Ejner Hessel A/S knows that it pays to focus its efforts and distribute the good ideas in all parts of the company. As a consequence, all lorry service centres are now using DST-DEGREEZ®. The washing machines are mainly used to wash large lorry engine parts in connection with renovation and maintenance.



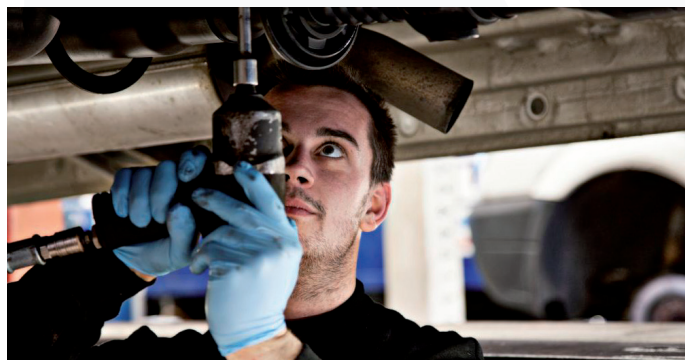
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PURE PERFORMANCE

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"The change has many benefits for the staff and the environment," says quality manager Morten Christensen who adds importance to both factors. The temperature has been lowered from 80°C to 40°C which is of huge significance to the washing plants' energy consumption which has been reduced by impressive 74%. The overall sum of longer bath lives, lower energy consumption as well as lower water and disposal costs translates into annual savings of € 34,000 for Ejner Hessel A/S.

Like Morten Christensen, works foreman Knud Lauritsen is enthusiastic; the significantly lower temperature has proven to be a great benefit in many ways: working environment around the machine has improved as a result of the much reduced steam generation. If possible, the parts are even cleaner than before and machine wear is also reduced owing to the reduced temperature. Subsequent bath dosage is also easy, based on measurements of the bath's pH value. Subsequent dosage is rarely required as the bath water no longer evaporates at the same rate.

The environment is the clear winner with the significantly lower energy consumption. "Of course, we have acquired the product to achieve significant energy savings. However, to us it is equally important to minimise Ejner Hessel's environmental impact and also to help us maintain a green profile," says quality manager Morten Christensen.



FACTS

- Total annual savings of € 34,000
- Longer bath lives
- Improved working environment
- Significantly reduced environmental load
- Temperature lowered from 80°C to only 40°C

RENOVATION AND MAINTENANCE IN LORRY SERVICE CENTRES



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