

A Light Construction Manufacturer Builds Their Bottom Line.



Master Chemical Corporation partners with existing and prospective clients, investing our time and experience to help customers improve their bottom line.

Case History

A manufacturer of light construction/excavation vehicles with two large midwestern facilities was looking for cost savings and measurable performance improvements.

Critical steps of preparation, cleanout, and conversion were carefully planned to minimize customer downtime and ensure a problem-free conversion.

The Master Chemical Partnership Process

With meticulous preparation, MCC works with potential, new, and existing customers through cost analysis, projected tooling savings, product comparisons, and planning prior to the process of cleanout and the conversion to the MCC fluid.

Cost Analysis

MCC collected customer data of their current system; including coolant usage, cleanouts, and time required. Based on these values, calculations show that by converting to TRIM® MicroSol® 585, along with an improved fluid management program, the customer could save at least **\$267,000 per year** in fluid costs.

Additionally, pilot testing was conducted on the customer's machines using MicroSol 585 and projected tooling savings between 20 and 30 percent.

CALCULATIONS

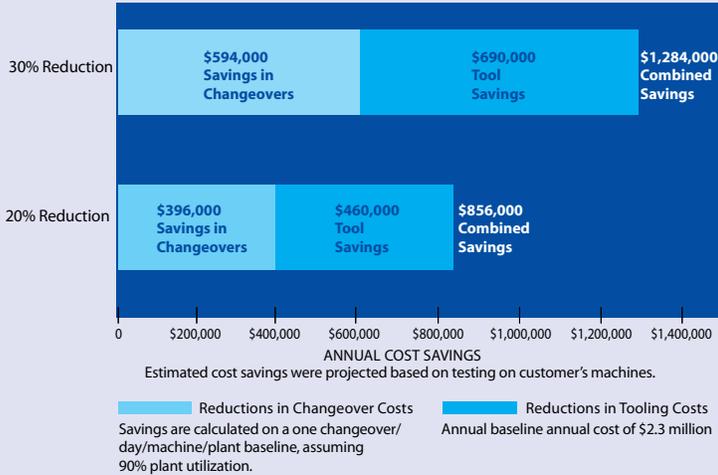
	Existing Status	MCC Proposal
Total sumpage	6000	6000
Average per gallon cost of coolant per total sumpage	\$0.91	\$1.22
Gallons of coolant concentrate used for makeup per year	23,040	15,360
Gallons of coolant concentrate used for charging sumps per year	1,260	960
Cost of makeup concentrate per year	\$264,960	\$215,040
Cost of charging concentrate per year	\$14,490	\$13,440
Coolant disposal costs per year	\$1,800	\$1,200
Total coolant cost per year	\$281,250	\$229,680
Overhead cost due to major cleanout downtime	\$288,000	\$144,000
Overhead costs due to recycling pumpout downtime per year	\$216,000	\$144,000
Total metalworking fluid cost per year	\$785,250	\$517,680

THE MASTER CHEMICAL DIFFERENCE – ANNUAL SAVINGS

\$267,570

Value-added Service Leads To Customer Satisfaction

ANNUAL PROJECTED SAVINGS BETWEEN 20 AND 30 PERCENT USING TRIM MICROSOL 585



Proven Results

The plant manager reported that for the first time in 22 years he received a letter from a union leader complimenting them on a job that was in progress. The union leader wrote to say he was extremely pleased with the job MCC and the manufacturer were doing for the workers – including the pre-planning and training; and that employees continued to comment about the great job that MCC did conducting 12 safety training sessions of more than 230 employees.

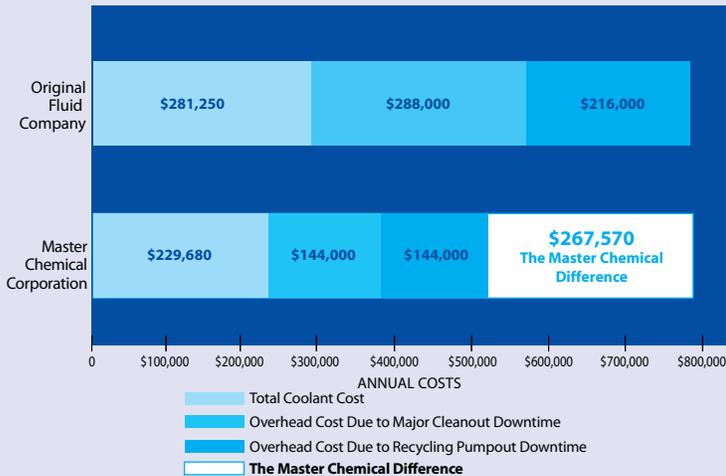
Their labor relations supervisor commented, "I just wanted to pass on a conversation I had regarding the coolant change process which got underway today." He expressed gratitude to MCC in the communication process that kept him and the union informed and the effort made to utilize their own people as much as possible. Furthermore, he stated that he "appreciated this whole process and looked forward to doing it in the future when there are changes in order to avoid potential issues or grievances."

Another Satisfied Customer

TRIM MicroSol 585 is performing above expectations. The manufacturer is achieving better machinability at all levels – expecting improved overall performance in most noncutting functions and realizing tool cost savings between 20 and 30 percent.



ANNUAL FLUID SAVINGS USING TRIM MICROSOL 585



TRIM® MicroSol® 585. The clean performance of a synthetic AND the protection of a soluble oil.

- Clean running – keeps machines and parts clean, reduces post-machining operations, and cleaning costs
- Excellent lubricity – multi-metal compatibility, superior machining performance, and corrosion resistance
- Machine protection – protects machine tools and parts like a soluble oil without the oily residue
- Biostable – for lower risk, longer sump life, minimized disposal requirements
- Minimized residue on machines and parts for a cleaner work environment

MicroSol 585. Innovation that pays off on your bottom line.

**master
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CORPORATION**

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