



For over 100 years, the customer has produced high-quality motors, industrial tools, and solenoids for a variety of industries. The manufacturer prides itself on using the latest technology to deliver orders to specifications and meet OEM requirements, and all components are manufactured in its 100,000 square foot facility in the Midwest. It primarily works with aluminums, stainless steels, and steels on various machining centers.

THE CHALLENGE

The customer had to use high concentrations of its existing coolant to achieve acceptable tool life and surface finishes. However, this meant using more coolant than necessary, driving up costs and leaving sticky residues on machines that required regular cleaning. Additionally, the coolant supplier didn't provide support for mitigating these issues.

They considered purchasing expensive coolant recycling equipment, hoping the investment would pay for itself. Unfortunately, projections indicated there would be little ROI, and the maintenance of the equipment could outweigh the savings.

THE SOLUTION

After meeting with Master Fluid Solutions representatives, the customer recharged its sumps with TRIM® MicroSol® 585XT, a high-lubricity, semi-synthetic, microemulsion coolant, which is more suited to their multi-metal machining operations. TRIM® MicroSol® 585XT also requires lower recommended concentrations and lower makeup rates than their existing coolant which could help lower costs.

THE RESULTS

After the switch to higher-quality TRIM® MicroSol® 585XT, coolant use decreased sharply (by **360** gallons annually) because it requires less frequent charging and disposal. Though TRIM® MicroSol® 585XT is 15 percent more expensive than their current product, the customer is expected to save over **\$7,800**, or **55%**, per year in coolant spending, and has improved tool life and finishes when machining aluminum.

By choosing Master Fluid Solutions' coolant, they avoided capital and maintenance expenses related to purchasing new equipment. After receiving free product for testing, and assistance from Master Fluid Solutions in cleaning and recharging two of their machines, the customer grew interested in learning more about other Master Fluid Solutions' products. A free one-gallon trial of Master Stages Skramex immediately proved to have more cleaning power at lower concentrations than their current floor cleaning solution, resulting in the company converting to this product as well.

THE NUMBERS

- **360** gallon decrease in annual coolant use
- **55%** decrease in coolant spending
- **\$7,816** in annual savings
- Increased tool life