



**CASE STUDY: REDUCTION IN USE & DISPOSAL OF CLEANER CHEMISTRY**

**Ongoing \$590,635 Saved Annually**

**Problem:** A major rebuilder of automotive axles had high operation costs and capacity constraints.

- ◆ Frequent and expensive dumping of system
- ◆ Productivity losses due to machine downtime
- ◆ Increasing energy costs
- ◆ High labor costs to dump, clean, and recharge system

**Solution:** Master Chemical worked with the customer's management and operations staff to produce a solution that integrated the best available technology — both chemical and equipment.

- ◆ Cleaning chemistry that would efficiently remove difficult greases
- ◆ Equipment that could quickly separate the heavy soil load from the cleaner bath
- ◆ Process development to optimize system up-time and minimize disposal
- ◆ On-going support as customer's production increased and new and improved processes and equipment were added

**Result:** This partnership delivered immediate operating and financial impact.

- ◆ Capacity increased by 32.4%
- ◆ Expenses reduced by 84.1%
- ◆ \$590,635 operating income improvement

**ENERGY SAVINGS**  
175,250,000 BTU/YEAR  
**\$2,455 Saved**

**Washer uptime increased 32.4%**  
Production capacity  
**Before:** 3,000 hrs./year  
**After:** 3,972 hrs./year



**CLEANER COMPOUNDS PURCHASED/YEAR**

Before: 13,750 Gallons/Year



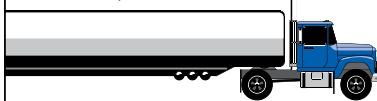
After: 3,750 Gallons/Year



**\$88,500 Saved**  
or 10,000 Gallons/Year

**HAUL AWAY DISPOSAL COSTS/YEAR**

Before: 175,000 Gallons/Year



After: 43,100 Gallons/Year



**\$318,580 Saved**  
or 131,900 Gallons/Year

**DIRECT LABOR**

Before: 4000 Hours/Year



After: 378 Hours/Year



**\$181,100 Saved**  
or 3,622 Hours/Year

**SYSTEM OPERATING COSTS/YEAR**  
(Excluding overhead)

Before: \$702,455/Year



After: \$111,820/Year



**Total:**  
**\$590,635 Saved**

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