

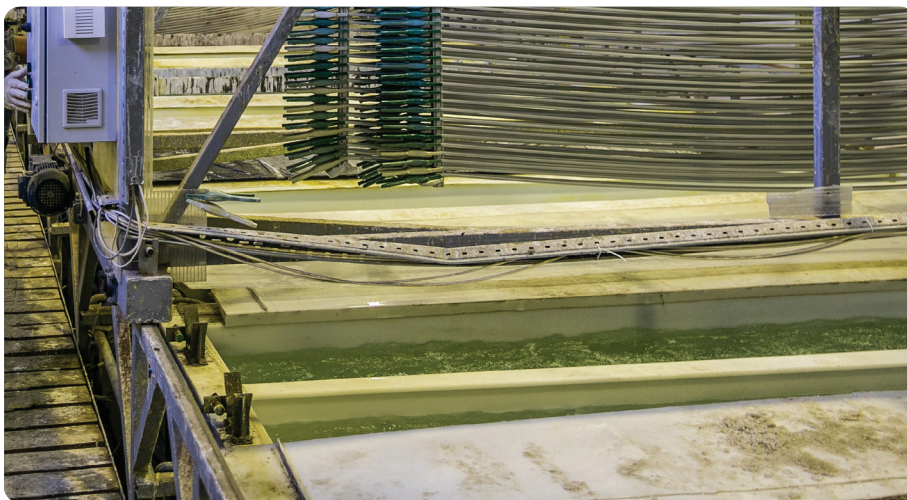
Less cleaning chemistry translates to significant cost savings.

The Challenge

An automotive parts manufacturer was looking to shave operating costs to help bottom-line margins. The company was spending over \$100,000 per year on cleaning chemicals while also struggling with persistent quality issues rate stemming from its plating operation. It was believed this was due to poor cleaning.

The Approach

Hubbard-Hall sent an audit team on site to inspect the manufacturer's facilities, equipment, and current cleaning chemistry and process. The audit looked both upstream and downstream. After analyzing

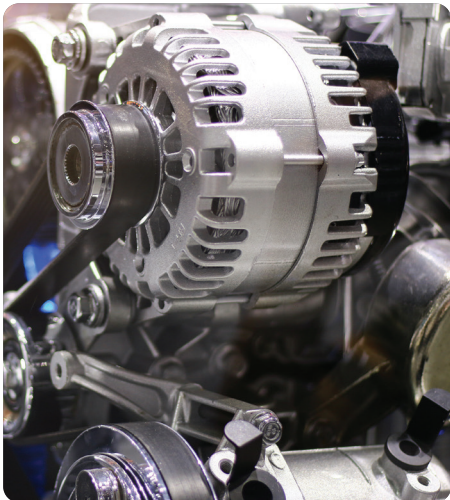


Aquaease Infinity is flexible, working well at 0 to 14pH and within a temperature range of 0°F to 200°F.

Executive Summary

An automotive parts manufacturer was looking to reduce cleaning costs and improve recently-elevated rejection rate.

- Hubbard-Hall did a full onsite audit both up and downstream
- Aquaease Infinity, a cleaner and membrane technology, was recommended
- The company saved 35% on costs while reducing chemical use



samples, Hubbard-Hall recommended **Aquaease® Infinity**. This cleaning technology promised significant savings.

“We suggested they could save upwards of 35% on chemical costs. Whereas they were looking to save a percentage point or two, here or there, they were both intrigued and a bit skeptical of our claim,” said Michael Frechette at Hubbard-Hall.

Aquaease Infinity is a cleaner and membrane technology that reclaims 98% of the cleaning chemistry used. In addition to being an effective cleaner, this prolongs bath life indefinitely. The membrane’s durability is well-suited to the rigors of manufacturing. Its stainless steel construction is not susceptible to damage when handling and has an operating range of 0 to 14pH and 0°F to 200°F.

The Outcome

During an initial trial run, even Hubbard-Hall was surprised at the exceptional results. “We found that we were dragging fewer organics into their plating baths which means they didn’t have to do carbon treatments as frequently.

With the implementation of the **Aquaease Infinity** process, the company saw their plating operation’s reject rate drop. In addition, cleaner bath life extended from a couple of weeks to ‘haven’t been dumped in 18 months’. Chemistry usage and costs – including the cost of leasing equipment – dropped from \$100,000 to \$65,000.

“It probably seems strange for a chemical supply company like ours to sell products that use less chemistry,” Michael notes, “but we’ve found this long-term approach builds long-lasting customer relationships.”

CS-0425

“The results spoke for themselves. Fewer quality defects. Longer lasting cleaning baths. Less cost – to the tune of \$35,000 less each year.” ”

**Mike Frechette,
Hubbard-Hall**

Our people. Your problem solvers.

Expertise you can trust. 32% of Hubbard-Hall associates are in tech support, customer service, or sales. This means that you get answers fast while the rest of our team gets your order delivered on time and in spec.

HubbardHall.com

 Surface Cleaners

 Metal Finishing

 Wastewater Treatment

Chemistry and Expertise for
Manufacturing’s Toughest Problems



563 South Leonard Street, Waterbury, CT 06708
Phone: (800) 648-3412 • HubbardHall.com