



Delivering Far More Than Just Chemicals

The Challenge

A company manufacturing components for aerospace and defense applications faced a critical issue when acquired by a multinational conglomerate. Their long-used trichloroethylene (TCE) cleaner was banned by the parent company, necessitating a quick switch to an effective alternative. With intricate design elements and blind holes on their parts, the company needed a solution that could maintain cleaning efficacy while complying with new regulations. This challenge was compounded by the urgency of the situation and the potential impact on their production processes.

The Approach

Drawing on a 20-year relationship built on trust and proven results, the company immediately turned to Hubbard-Hall for guidance. Hubbard-Hall's Solvent Sales Specialists, who had become more like colleagues over the years, dove into the problem. They first researched aqueous cleaning chemicals but determined these were incapable of achieving the necessary surface tension to remove all contaminants from the complex part geometries. After thorough analysis, the team proposed DOWCLENETM 1601, a modified alcohol solvent produced by Safechem. This innovative solution could match or exceed the performance of TCE without containing trans-dichloroethylene (t-DCE), meeting both cleaning and regulatory requirements.

Recognizing that the new cleaner would require an investment in new equipment, Hubbard-Hall's team went above and beyond.

Executive Summary

Hubbard-Hall helped a long-time client transition from a banned solvent to an environmentally safer alternative, resulting in improved cleaning efficacy and significant cost savings.

- Replaced banned trichloroethylene with DOWCLENETM 1601
- Achieved better cleaning results and reduced chemical costs
- \$500,000+ equipment investment with 3-year payback period
- Strengthened 20-year partnership through crisis resolution

They conducted a comprehensive economic analysis of the changeover, considering not just the immediate costs but long-term benefits as well. The team then presented their findings to company executives, demonstrating that while the new system would require a significant upfront investment of over \$500,000, it would dramatically reduce chemical costs due to its closed vacuum environment. This thorough approach showcased Hubbard-Hall's commitment to providing holistic solutions that considered both technical and financial aspects.

The Outcome

Thanks to Hubbard-Hall's expertise and dedication, the company successfully transitioned to an environmentally safer alternative that not only met their stringent cleaning requirements but also complied with parent company regulations. The new DOWCLENES™ 1601 cleaner, combined with the state-of-the-art equipment, resulted in substantial reductions in annual chemical expenditures. Hubbard-Hall's analysis proved accurate, showing a return on investment of approximately three years for the new equipment - a figure that significantly eased the company's concerns about the initial capital outlay.

Beyond the immediate solution, this case further strengthened the long-standing relationship between the company and Hubbard-Hall. It demonstrated Hubbard-Hall's commitment to customer service, technical expertise, and ability to provide comprehensive solutions that go far beyond simple product recommendations. The crisis was not just averted; it was transformed into an opportunity for process improvement and cost savings. This outcome reinforced Hubbard-Hall's position as a trusted partner in the industry, capable of tackling complex challenges with innovative, tailored solutions. For the client, it meant not just maintaining production but potentially improving it, all while aligning with stricter environmental and corporate standards.

“Not only did the team from Hubbard-Hall help the company find an environmentally safer alternative to their previous chemicals, but their new cleaner would result in substantial reductions in annual chemical expenditures.”

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