



Solving problems others have walked away from.

CASE STUDY

Hubbard-Hall Lab Staff Listens to IMC to Establish Innovative Process and Safer Environment for Employees

“Hubbard-Hall exceeded my stringent expectations for how a customer deserves to be treated. IMC’s relationship with Hubbard-Hall is based on their technical competence, responsiveness, and integrity. With more than thirty years invested in metal finishing, it’s an absolute pleasure to know there are still chemical suppliers who value their customers enough to work day in and day out to earn their customer’s complete trust.”

- Steve Leonetti, IMC Vice President

Highlights

- ❖ Hubbard Hall conducted an audit of the pretreat area with executive managers from IMC to recommend an innovative process to reduce their three-step process to one step.
- ❖ Hubbard Hall provides IMC with proprietary waste water treatment chemistry, Aquapure.
- ❖ The value of their copper-rich filter cake has increased due to Aquapure.
- ❖ Hubbard Hall provides routine technical support and visits to ensure that the processes operate at peak performance.

“Hubbard-Hall’s chemicals are safer for our employees to handle, better for the environment and allow for more control in the overall process,” stated Leonetti.

Developing Lean Processes

IMC is a global leader in the manufacturing of anodes in a variety of sizes, shapes, and alloys. The company operates out of a \$60-million, highly automated facility in Shelby, North Carolina with newly installed state-of-the-art cleaning equipment.

Upon joining IMC as Vice President, Steve Leonetti reached out to Hubbard-Hall to improve the organization’s cleaning chemistry and process performance by replacing labor intensive processes with a LEAN process compatible with their new equipment. Additionally, it was imperative that the supplier offer access to a technical team that could become a trusted asset for the IMC team.

Hubbard Hall’s technical team of Mike Valenti and Bob Farrell worked alongside Steve Leonetti and the IMC process engineer, Dan Gold, to develop an innovative process that ensured superior anode cleanliness, while maintaining IMC’s industry standard filming properties on phosphorous copper alloys.

The recommended process from Hubbard Hall enabled IMC to reduce their old three-step cleaning process to one step by switching to Acid Brite 150 and Lusterclean 24 for copper pickling and vibratory cleaning.

And Adding Value

Following the LEAN results for their cleaning process, IMC also entrusts Hubbard-Hall with providing them with industrial wastewater treatment chemicals.

IMC's old waste water treatment was resulting in an iron laden copper filter cake due to the proprietary waste water additive that was being used. This led to a decrease in the filter cake's value. Their former waste water treatment methods were inconsistent in chemistry and their team had no technical support or training in how to run the process.

By switching to our AquaPure products, IMC immediately saw an increase in the recycling value of their now copper-rich filter cake.

Once the new chemistry and process was put in place, Robin Deal, Hubbard Hall's Aquapure expert, conducted training for upper management and operators on how to run the process. She also provided visual jar testing demos and reporting templates to augment the training.

Even though IMC operators are well-trained on the system, Hubbard Hall technicians routinely visit IMC to ensure that their waste water process is operating at peak performance, consult with waste water operators and collect samples. IMC management is also provided a detailed report of Hubbard-Hall's findings and recommendations after each technical visit.

Through exceptional customer service and continuous and timely support, Hubbard Hall provided solutions for IMC that resulted in better, safer, and faster processes for their cleaning and waste water treatment processes. Due to their expertise and responsiveness, Mike Valenti and Robin Deal are considered valued members of the IMC team by the IMC president and routinely invited to company events.