

FST FLUID MANAGEMENT SERVICES HELPS MILITARY PARTS MANUFACTURER REDUCE COSTS AND INCREASE PRODUCTIVITY

THE WIN: After implementing FST Fluid Management Services, the customer experienced a **50% reduction in coolant concentrate usage**, a **60% reduction in waste haul-off**, and a **100% reduction in scrapped parts** and associated machine downtime. In the first year the customer was able to **save more than \$300k**.

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Introduction: This customer is a military parts manufacturer with over 30 machine tools that are used for manufacturing various components for the defense industry. The machines require regular fluid maintenance, including coolant management, to ensure they run efficiently and produce high-quality parts.

The customer's machines were regularly suffering from issues such as bacterial growth, staining, rust and operators were experiencing issues with dermatitis due to improper fluid management practices. Additionally, chip buildup was causing a loss of sump space, and there was heavy usage of coolant products, leading to leakage and spills. Waste was stored in totes until haul-off, with no recycling present. The machines needed to be cleaned regularly due to chip buildup, but resources were stretched, and the maintenance was not consistently performed.



Challenge: The customer faced several challenges due to their inefficient coolant management practices, including reduced tool life, lost time due to cleaning and maintenance, and increased waste disposal costs. They also had to deal with chip puckering and squeezing, which further increased machine downtime and decreased productivity.

Solution: FST Fluid Management Services worked with the customer to design an effective coolant management program that would help improve production and reduce costs. They improved accountability through TechTool, which allowed for increased program supervision and created visibility, tracked usage, and waste volumes daily. The team established cost savings goals to drive down product usage and waste disposal costs while improving overall tool life and increasing lost time spent on maintenance that could be put back into production.

Result: After the first year of implementing FST Fluid Management Services, the customer experienced a **50% reduction in coolant concentrate usage**, a **60% reduction in waste haul-off**, and a **100% reduction in scrapped parts** and associated machine downtime. The resulting **cost savings in the first year alone was more than \$300k**. The customer was able to improve production and reduce costs, ultimately increasing profitability and improving overall business performance.