

FLOW CONTROL TECHNOLOGY COMPANY STREAMLINES COOLANT CONVERSION PROCESS

Introduction: Our client is a leading global provider of flow control technology, application expertise, and support services to a diverse customer base through a family of trusted brands. Founded more than 150 years ago, the company focuses on developing engineered solutions to customers' biggest operational challenges, emphasizing providing absolute reliability, increased efficiency, and lower energy expenditures wherever possible.

Challenge: The client had recently switched to a new coolant and needed support for a rapid and streamlined conversion process. The primary challenges were limited manpower, lack of training, waste disposal costs and excessive downtime. The client had 20 machines and a central system with over 10,000 gallons of coolant.



THE WIN: Thanks to FST, the customer was able to **reduce the project time from 14 days to 10 days**, and realized a **28% cost savings** using FST services.

Solution: Fluid Service Technologies (FST) proposed a Level II Machine Cleaning - Multi-Phase Services solution. FST worked with the customer's production staff during down hours, allowing continuous production. FST supported logistics with a waste disposal facility for a streamlined process. FST supplied four on-site technicians dedicated to each phase of the program.

Result: The FST solution resulted in continuous production, limited downtime and a more streamlined process. Labor savings were achieved through reduced maintenance and other resources. Limited waste was generated from reduced rinse water usage. **FST reduced the project timeline from 14 days to 10 days.** The customer has since signed up for bi-weekly part-time services that continue to support daily fluid maintenance. The customer realized a **28% cost savings** using FST services.