



## **APPLICATION CASE STUDY**

### **COMPANY DETAILS –**

A Tier -1 Automotive manufacturer in Mexico that launched a new truck frame in late 2001.

### **METAL MATES PRODUCTS IN USE**

**OVS** Water Based Stamping Lubricant 3:1 dilution ratio

### **CUSTOMER NEEDS IDENTIFIED**

Metal Mates' goal was to assist this facility in eliminating washing each part after stamping as this manufacturer were using a heavy straight oil. Metal Mates had several tryouts verifying the advantages of MIG weld without wash.

### **ACCEPTED BENEFITS**

- Weld through Compatibility
- Safer Working Environment
- Eliminated Parts Washer

Metal Mates was chosen out of five prospective suppliers due to its overall highest results.

### **VALUE TO CUSTOMER**

Within one year, a full conversion over to Metal Mates Stamping Lubricant was accomplished. The manufacturer benefited not only from elimination of a 2000 gallon washer, but also from improved welds, increased storage room and improved productivity. Their first year's savings exceeded \$600,000.

**Area: MEXICO**

**Date: Ongoing**

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