

CASE STUDY

CHEMICAL MANAGEMENT SERVICES FOR INDUSTRIAL DRIVETRAIN SYSTEMS



THE STORY

A manufacturer of drivetrain systems struggled to optimize its indirect chemicals usage.

BUSINESS CHALLENGE

Manufacturers of driveline and drivetrain systems need to focus on their core manufacturing and don't have bandwidth to be expert in chemical management. However, with over 500 chemicals purchased, the impact of optimization can be significant.

WESCO SOLUTION

Wesco Industrial Solutions has extensive expertise in chemicals management across many industrial operations. Because Wesco does not manufacture its own chemicals, Wesco is supplier-neutral in recommending the best solution for the application.

Wesco provided Chemical Management Services to the drivetrain customer, using its purchasing leverage, technical competence, disciplined implementation processes and chemical industry knowledge to achieve cost savings and process improvements.

As a trusted partner, Wesco worked alongside the customer's personnel to add value to the operations.

RESULTS

Wesco Chemical Management Services (CMS) achieved over \$1M/yr cost savings at one of the drivetrain customer's sites:

- Reconstituting and re-using quench oil (\$500k/yr)
- Consolidating and recycling coolants (\$400k/yr)
- Reducing prices for floor soap and machine cleaners (\$150k/yr)
- Decreasing customer's working capital through reduced indirect chemicals inventory (\$300k)
- Reduced labor costs by outsourcing lab testing and the wastewater pre-treatment process (25%).
- Recycle and reuse, resulting in a reduction of site waste

Other improvements were made through Wesco's proprietary tcMIS® operating system:

- Safety data sheet and data management for compliance reporting.
- Wesco's Disbursement to Asset program in tcMIS® provided leak reports resulting in a 30% reduction in leaks.

Through its in-depth knowledge of the entire realm of chemicals management, Wesco Industrial Solutions contributed significant value to the site operations.