

# Customer Testimonial



## Monolec® Hydraulic Oil (6520)

*Ames True Temper – Union City, Pa.*

*Custom Made Wood Shaping Machines*

- Saved \$363,445 in a 5 year period

### *Customer Profile*

Ames True Temper manufactures hardwood handles. They have been in business since 1957.

### *Application*

Ames True Temper uses four custom made wood shaping machines to manufacture wooden tool handles. The equipment runs 16 hours per day, 5 days a week, in a very dusty and hot environment.

### *Challenge*

While using a commercial brand oil, they were experiencing high operating temperatures and the oil was oxidizing rapidly. The equipment had excessive leakage and was having frequent pump and valve failures.

### *LE Solution*

The local LE lubrication consultant recommended Monolec® Hydraulic Oil (6520), which is a multi-grade hydraulic oil that contains anti-wear additives and rust and oxidation inhibitors. It has excellent water-resistance and is non-foaming. Monlec 6520 has high temperature stability, long life, and smooth power flow.

### *Results*

While using a commercial brand oil, it would oxidize and turn black, needing to be changed every 3 to 6 months. Monolec 6520 has lasted 5 years, and is still in service, large leaks became small leaks and small leaks went away.



### *Oil Savings*

The oil capacity of the combined 4 machines is 170 gallons of oil.

Commercial brand oil  
170 gallons x 15 oil changes = \$12,750

Monolec® Hydraulic Oil (6520)  
170 gallons x 1 oil change = \$1,864.90

In a 5 year period, Monolec 6520 saves \$10,885.10 in oil cost.

### *Pump Savings*

Pumps cost \$500 each, and they experienced 6 failures per year. In a 5 year period this would equal 30 pumps.

\$500.00 x 30 = \$15,000.00

Using Monolec 6520, they have not had any pump failures, saving \$15,000 in pump replacement in a 5 year period.



### **Valve Savings**

Valves cost \$300 each. They were losing 10 per year, or \$3,000 annually. With Monolec 6520, they have lost no valves, saving \$15,000.00 in valve replacement in a 5 year period.

### **Maintenance Savings**

It takes 2 hours to replace a pump or a valve. 10 valves and 6 pumps were replaced a year at a cost of 32 man-hours. In 5 years there have been no replacements for a savings of 160 man-hours. Conservatively estimating the labor cost at \$16.00 an hour result in a savings of \$2,560 in labor cost.

### **Lost Production Savings**

Lost productivity costs \$800 to \$4,000 per hour. This is based on the line and what it is producing. Using an average of \$2,000 per hour, times the 160 additional hours of uptime, results in a very conservative estimate of increased production valued at \$320,000.

Total savings over a 5 year period while using Monolec 6520:

Oil cost savings:	\$ 10,885.00
Pump cost savings:	\$ 15,000.00
Valve cost savings:	\$ 15,000.00
Labor cost savings:	\$ 2,560.00
Increased productivity:	<u>\$320,000.00</u>
	<b>\$363,445.00</b>

Monolec 6520 saves \$363,445 in a 5 year period.

### **Other Products Used**

- Almaplex® Industrial Lubricant (1275)
- Monolex® Penetrating Oil & Lubricant (2059)
- L-X® Heavy-Duty Chemical Supplement (2300)
- Monolec Ultra® Engine Oil (8800)
- Syntemp® Synthetic Lubricant (9102)

*Thank you to Jim Proper, head of maintenance, and to the local LE lubrication consultant, for providing the information used in this report.*

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Based on actual user experience. Individual results may vary. Not intended to supersede manufacturer specifications.