**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. Monolec 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: $320,000.00

$363,445.00

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.