



Filter Products C O M P A N Y

Case Study

Henkel Saves 40% Switching from OEM Coolant to FPC Brand

Henkel North America, a large multinational chemical company, came to Filter Products Company to reduce costs by finding an alternative to Ingersoll Rand SSR Ultra Coolant. After reviewing the MSDS and conducting a chemical analysis of the FPC equivalent product, they switched to the FPC coolant because the compressor wear and overall coolant performance was equivalent to the OEM branded product at a cost savings of approximately 40%.

Customer Issue

The Henkel facility located in Oxford MI manufactures products used by Tier 1 automotive suppliers. As such, Henkel has stringent manufacturing requirements that quality parts be produced with minimal downtime. Additionally, Henkel's automotive customers are concerned that the lubricants and coolants used during the production process of their parts meet material safety guidelines. Therefore, before changing coolants, Henkel was required to review the material safety data sheets (MSDS) and test the FPC coolant to ensure it met the MSDS specifications.

Filter Products Solution

Filter Products searched their extensive lubricant and coolants cross reference library and found an equivalent coolant in FPC COMP E8046. FPC then sent sample quantities of the coolant along with the material safety data to Henkel for evaluation.

Henkel made the decision to switch all coolant in the Oxford plant to FPC COMP E8046 and saved approximately 40% off the cost of the OEM branded product.

Customer Result

After Henkel reviewed the MSDS, they conducted an analysis of FPC COMP E8046 and confirmed that it met the specification. Then, under the direction of a quality engineer, the OEM coolant was removed from the compressor and the FPC coolant was added. Because the OEM coolant and the FPC coolant were compatible, no system flushing was required. The compressor performed as expected during the trial period.

The FPC coolant was removed and analyzed to observe the amount of compressor wear present in the coolant. The laboratory testing confirmed that compressor wear was equivalent between the FPC coolant and the OEM branded coolant. Henkel made the decision to switch all coolant in the Oxford plant to FPC COMP E8046 and saved approximately 40% off the cost of the OEM branded product.

Products Used



FPC COMP E8046