

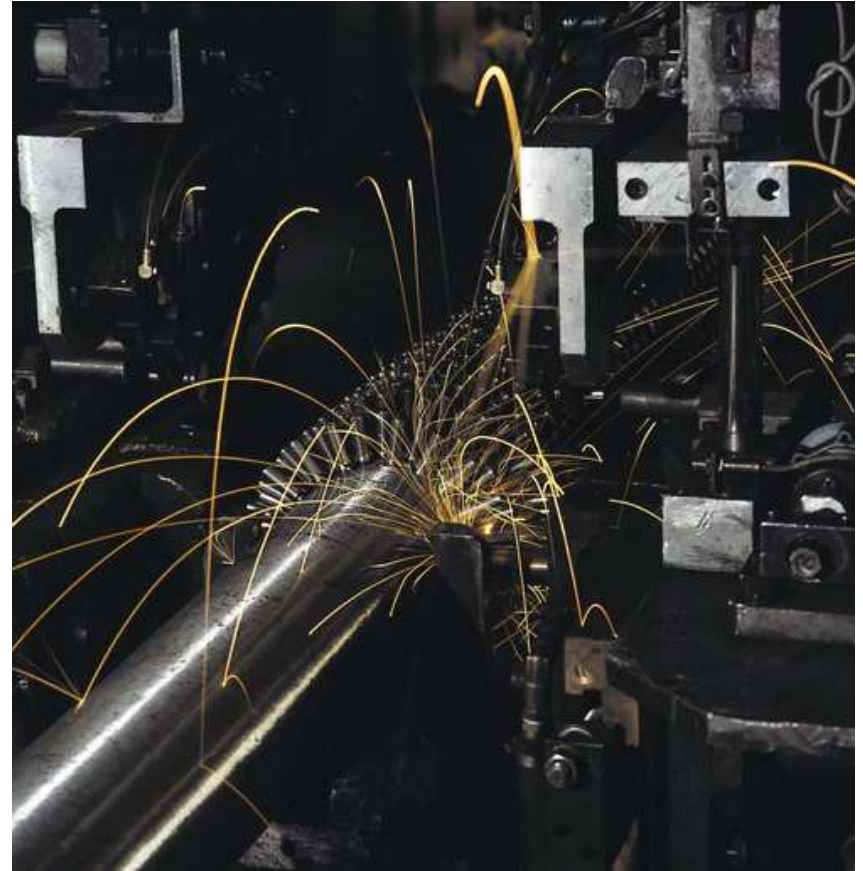
# Rust Veto 325 DT

## Water based Rust Preventive

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Customer intimacy  
helps in 5%  
consumption reduction  
and disposal cost  
reduction

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# The situation

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The customer is a finned and studed tubes manufacturer for the oil, gas, power generating industry and waste heat recovery systems.

Process :

- 2 baths of 20000Lt ( 1m x 1m x 24m) with stirring and filter sweep
- Application: immersion. Depending on the diameter, they process the tubes one by one or in 4 tubes bundle.
- Dripping/Drying time: 30 min to 1 hour maximum.
- Tubes may arrive hot from welding operation.

Product requirement :

- No solvents accepted (near the RP bath they have welding process).
- Waxy film that can assure their critical conditions, eg expedition of tubes to Thailand by boat. Tubes remain about 1 month in the shipping container.
- Some tubes passe a Heat Treatment process at their final customer, so they need the minimum residual quantity of film to avoid problems in the Heat Treatment process.
- Product must present a uniform, non slipery and opaque film to cover imperfection of tubes and facilitate handling

The customer was experiencing the below pains with the Tectyl 5015W (water based RP) :

- Too high waxy film
- High viscosity and high dry extract product resulting in high volume consumption
- Dirts in their tanks, floor and process.
- Physical unstability of product which force them to stir it before the immersion of the tubes.



# The Houghton Solution

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We have initially proposed Rust Veto 321 in order to achieve a lower consumption and a good protecting waxy film.

Despite very good result, after some weeks of work the customer required little improvement to the formula to achieve a higher coating on the tubes in order to cover welding spot and less slippery film, which we did with our Rust-Veto 325 DT.

Our continuous service and customer intimacy enable us to made the following recommendation to get a better use of our product :

- Prefer addition of low quantities daily/weekly than massive monthly addition
- Keep always the same level in the tank to avoid dried wax in the walls of the baths
- Monitoring : 2 analysis/months for the dry content



# The Benefits

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## Economics

- Higher coverage product resulting in product consumption reduction (around -5%)
- No sump required anymore thanks to the advice we brought on tank customization, generating saving on product destruction (20 000 lt at 130€/m<sup>3</sup> → 2600 € for each sump excluded productivity loss)

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## Operator friendly

- Better cleanliness of the plant (floor, tanks, and storage areas), also reducing work incident due to slippery floor.

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## Quality

- Firm, opaque and non slippery waxy film meeting all customer's expectation

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## Service

- Customer take advantage of the superior service and know-how from Houghton
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The General Manager of the plant says : "I am really interested in our collaboration and Houghton has explained us more things in their firsts 3 visits than Valvoline in 10 years of relationship".

**WORKING CONDITION IMPROVED**

**CONSUMPTION REDUCTION**

