



We simplify
the complex.

incora.com

Case Study

Chemical Management Services (CMS)

Achieving Over \$1M In Annual Savings For A Drivetrain Manufacturer

Business Challenge

Manufacturers of driveline and drivetrain systems do not have bandwidth to be experts in chemical management. However, with over 500 chemicals purchased, the impact of optimization can be significant.

One drivetrain manufacturer was struggling to optimize their indirect chemicals usage. This included coolants, lubricants, and other fluids.

Looking to reduce costs and optimize their fluids management, the manufacturer came to Incora™ for a solution.



Incora Solution

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

Because Incora does not manufacture chemicals, we are supplier-neutral in recommending the best-in-class product for each application. As a result, Incora's incentives align with the customer's in wanting to procure the best possible product at optimal cost.

In order to support the optimization of chemical usage and identify cost-saving opportunities, Incora personnel worked alongside the customer's own team to find possible efficiencies and add value to the customer's operations.

Results

With their Chemical Management program, Incora achieved over \$1M/yr cost savings at one of the drivetrain customer's sites by:

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

Other improvements were made through Incora's proprietary tcmls™ operating system, including:

- ✓ Safety data sheet and data management for compliance reporting
- ✓ Leak reports resulting in a 30% reduction in leaks

Key Successes



Learn more about how we've helped other businesses like yours at incora.com.

Global Head Quarters
Fort Worth, United States
+1 (817) 284-4449
hellofortworth@incora.com

EMEA Head Office
Derby, UK
+44 (0) 1332 886 200
helloderby@incora.com

Asia Pacific Head Office
Singapore
+65 6496 9050
hellosingapore@incora.com



We simplify
the complex.

incora.com