

# CASE STUDY: PRODUCT IMPLEMENTATION

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## VITROLIS VIALFORM 45/25

### Project Overview

The customer was looking for a product to lubricate the cutting die of a medicinal vial forming machine. The requirements for the product were excellent cooling properties and high-performance lubrication. The product should also leave zero residues, therefore a product that would “burn clean” would be required.

FUCHS recommended VITROLIS VIALFORM 45/25, a lubricant-receptive PIN-Oil for the manufacture of vials, carpules, ampoules and glass products for the pharmaceutical industry.

FUCHS has seen significant success and business growth with this product in recent years, specifically within the area of medicinal vial manufacturing.

### The Customer

Based in the USA, the customer is a major manufacturer of medicinal vials and ampoules, including for the COVID-19 vaccine. The customer saw a significant increase in demand for vials due to the global COVID-19 pandemic, a trend which has since continued.

### The Problem

Medicinal vial manufacture requires a product that not only provides exemplary cooling properties and lubrication of the cutting die but also “burns clean”, leaving zero potential for residues on the inner or outer surface of the vial.

As a consequence of the global COVID-19 pandemic, there has been a major increase in demand for medicinal vials. Therefore the customer has also been looking for an alternative supplier that is able to supply product in full tanker loads.

### Problem

- Excellent cooling properties required
- High-performance lubrication required
- Product to leave zero residue
- Product to be readily available and supplied in full tanker loads

### Solution

#### **VITROLIS VIALFORM 45/25**

- No residues on rod
- Decreases reject rate
- Transparent - no colourations or flecks
- NSF-H1 registered
- Able to supply in large quantities due to local manufacture

### Results

- Significant reduction in residue formation
- Decreased rejection rates
- Improved machine productivity
- Consistent and regular supply

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### The Solution

FUCHS recommended the use of VITROLIS VIALFORM 45/25 for the manufacturing of vials. By lubricating the cutting dies which mould the neck openings of the vials with VITROLIS VIALFORM 45/25, rejection rates are significantly decreased due to lower residue formation on the glass rod. This results in forming equipment being better able to manufacture the vials to their required tolerances. Additional benefits also include a reduction in the frequency required for cleaning of the rod, resulting in greater continuity of production.

VITROLIS VIALFORM 45/25 is crystal clear which helps prevent colourations or dark flecks on the glass products. It is also a stable, inactive and clean liquid that can be handled without any special requirements or precautionary measures.

FUCHS USA is able to support the customer with consistent supply in full tanker loads thanks to the local manufacture of the product.

### Results & Conclusion

As VITROLIS VIALFORM 45/25 “burns clean”, the customer reported a significant reduction in residue formation from the implementation of the product. This ultimately resulted in decreased rejection rates and better machine productivity.

Due to a significant increase in demand, customer requirements were to procure the product in full container loads. As VITROLIS VIALFORM 45/25 is manufactured locally at FUCHS USA, the customer has access to consistent and regular supply, which has removed any concerns the customer had with regard to the continuity of their manufacturing processes and output.

- ✓ **Zero residue**  
“Burns clean” meaning no residues are left behind, resulting in better machine efficiency and smaller rejection rates
- ✓ **Continuous production**  
Production downtime is reduced as consistent cleaning of rods is no longer required due to no residues being left
- ✓ **Transparency**  
Crystal clear fluid prevents colourations or dark flecks on the glass products
- ✓ **Stable formula**  
Stable, inactive and clean liquid meaning it does not require special handling or precautionary measures
- ✓ **Food-compatible**  
Registered to NSF-H1