

PRODUCT IMPLEMENTATION

MOVING YOUR WORLD



Successful implementation of RENOCLEAN product

The Customer

A world leading manufacturer of food and beverage containers, operating from 39 glass production facilities and producing billions of glass containers per year. The customer has over 25,000 employees located in 12 countries around the globe, working together to enable their global network of brands to tell their story of sustainable and infinitely recyclable glass packaging.

The Problem

The process lubricants within a glass manufacturing plant are critical for production but equally important for different reasons are cleaning products. Due to the health and safety requirements within a glass plant, it is critical to keep not only the machines clean but to maintain a high level of cleanliness in the areas surrounding the machines. The customer was experiencing supply issues with their current cleaning product.

For the customer, maintaining cleanliness and meeting safety requirements within the plant is crucial as they are regularly subjected to internal and external audits. As well as needing a product to meet their own requirements for the demanding tasks of the harsh environment that is a glass manufacturing plant, the customer also needs to meet the stringent requirements set by the auditors.

The customer required a product that would meet the following criteria;

- Low foaming to speed up the cleaning process.
- Ability to remove heavy grease and oil from contaminated surfaces subjected to elevated temperatures, essentially baking the deposits onto hard surfaces such as tiles and metal plates.
- No residues after cleaning.
- Suitable for manual cleaning & mopping.
- Suitable for automatic floor cleaning machines.
- Able to change the concentration levels depending on the specific task.

The Solution

To fully understand their requirements, the FUCHS team visited the customer to assess the areas which would require cleaning and to better understand their working processes. Further to this, the team watched the various existing cleaning methods the customer used with their current cleaning product. From this, the FUCHS team were able to make notes on areas which would be the most challenging for the product, such as the areas underneath the glass container transfer. These tiled areas are subjected to oil and grease contamination. The oil and grease are then subject to elevated temperatures which creates hard-to-remove deposits on the tiles. The easier cleaning tasks are in the cooler areas further away from the glass machine. The FUCHS team was then able to recommend to the customer that the tiled areas would be the ideal place to trial a cleaning product from our product portfolio to show clear and accurate results against the competitor product.

After discussing the application in detail with FUCHS specialists who have experience using cleaners in other business segments, the FUCHS team were able to advise which product would be best to introduce for testing, considering not only the harsh

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The Solution continued

environment and elevated temperatures where the heavy oil deposits were found but also the customer requirements for a product that would be low foaming. By using the low-foaming RENOCLEAN Alkaline Cleaner, the customer would be able to speed up the cleaning process in the tiled areas, some of which are permanent walkways and need to be a clean, foam-free surface so as not to create a slipping hazard. RENOCLEAN Alkaline Cleaner also fits the customer's requirement of a product that leaves no residue or stains to leave the tiles looking clean and aesthetically pleasing. RENOCLEAN Alkaline Cleaner can also be used in traditional manual cleaning methods, along with automatic cleaning machines, and can be used with various concentration levels according to different cleaning tasks.

It was then organised for the customer to receive an IBC of RENOCLEAN Alkaline Cleaner for the initial trial and with support from FUCHS, various tests were then set up using the whole IBC so that each of the relevant team members could use the cleaner to gain collective feedback.

Results & Conclusion

The feedback from the customer's team was extremely positive and helped the FUCHS team to compare the performance of RENOCLEAN Alkaline Cleaner against the customer's existing cleaning product. The FUCHS-recommended product met all of the customer's expectations which led to the customers placing an order for an additional IBC.

Using the second IBC of RENOCLEAN Alkaline Cleaner for more extensive tests to ensure that all key stakeholders were able to test the product, the customer was able to provide further positive feedback over a two-week period.

Following these further trials, the customer has thanked the FUCHS team and a new business agreement has been made. The agreement sees the existing competitor product being replaced with FUCHS RENOCLEAN Alkaline Cleaner and has presented the FUCHS team with the opportunity to look for further potential improvements and technical solutions to further benefit the customer's business.



Before



After

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