



CONCO CASE STUDY

MOBIL | CONCO PROGRAM SAVES FOUNDRY OVER \$10K IN LUBRICANTS

A MEASURABLE ADVANTAGE TO THE COMBINED PLANT SERVICES
PROVIDED BY CONCO AND A LOCAL EXXON MOBIL DISTRIBUTOR

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**project completed by Reliable Industrial Group (RIG) prior to acquisition by Conco Services LLC*



INTRODUCTION

A Georgia foundry's hydraulic cylinder was leaking and was discovered to have a worn seal in need of replacement. The manufacturer of the seal informed the foundry that the replacement seal was on backorder, and it would be a full month before order fulfillment.

Without the seal, the foundry was faced with a potential extended shutdown or the expense of continuously adding oil to the system. While the foundry was able to capture the leaking hydraulic fluid, it was contaminated with both moisture and a heavy amount of silica (dirt). With the system leaking approximately 50–60 gallons a day, the foundry was looking at an oil replacement and oil disposal cost of over \$15,000.

SOLUTION

An Exxon Mobil distributor's sales manager was called in by the foundry maintenance manager to look at alternatives to pouring oil through the machine and out the door as waste. The sales manager decided the best option was to contact Conco as part of the Mobil program to support the customer's needs.

Conco's team recommended a temporary vacuum dehydration unit to clean and recirculate oil through the system while the foundry waited for the back-ordered seal. Conco was able to lease the client a vacuum dehydrator / filtration unit from their fleet and train the site personnel on how to operate the unit within 48 hours of the initial call. The Exxon Mobil distributor's sales representative was involved throughout every aspect and was on-site to introduce the teams to each other when setting up the dehydrator and training the foundry personnel. During the month long lease of the dehydration equipment, the foundry was able to avoid shutdown and save over \$10,000 in lubricant costs and disposal fees.



Vacuum Dehydration Unit

SYNOPSIS

A leaky cylinder on a foundry press threatened to cause plant shutdown when a replacement seal was unavailable. The maintenance team reached out to their local Exxon Mobil distributor for help since they could not afford an extended shutdown. Through the established partnership with Conco, the Exxon Mobil distributor's sales manager coordinated a solution that kept the press running until a seal could be sourced.

Mobil | Conco team was able to save the foundry over \$10K in lubricant costs & disposal fees, and avoid a lengthy shutdown.



Lubricant