



APPLICATION CASE STUDY

COMPANY DETAILS – Johnston Casuals

Since 1981, Johnston Casuals has been manufacturing metal home furnishing. In their state of the art manufacturing facility located in North Carolina they process mainly stainless steel.

The logo for Johnston Casuals Furniture, consisting of the words "JOHNSTON CASUALS" in a white, serif font above the word "FURNITURE" in a smaller, white, sans-serif font, all set against a black rectangular background.

Accu-Lube PRODUCTS IN USE

Accu-Lube Applicator and Lubricant

CUSTOMER NEEDS IDENTIFIED

While talking to David Sheets, the plant superintendent, Mike Boone, ITW Accu-Lube Sales Rep., noticed the guys out on the floor sawing stainless steel parts with cold saws. The area around the saws was a total mess from the coolants splashing all over the floor and the machines. The operators had built splash guards to prevent the coolant from getting all over them and had to wear rubber gloves to keep their hands from getting irritated from the coolant. Additionally, Mike discovered that this operation was affecting their bottom line negatively since the parts being cut here had to be taken to a parts washer before they could be welded.

ACCEPTED BENEFITS

David Sheets was not aware of the Near Dry Machining concept and was immediately interested when he realized that Accu-Lube would not only eliminate the need for the messy coolant in the plant but also eliminate the parts washer. They started with a 1 Nozzle Accu-Lube applicator that was tested for a week. Accu-lube offers 1-month free trial on all its applicator. After a week, they were so impressed with the Accu-Lube performance that they purchased three of them immediately, one for each of their cold saw machines.

VALUE TO CUSTOMER

Using Accu-Lube is saving Johnston Casuals approximately \$20,000/yr. It allows them to eliminate the expensive cleaning process. Additionally, they have eliminated all the problems they had with coolant: messy, skin irritation, maintenance, disposal etc... and have increased blade life as well.



Area: North Carolina – Mike Boone Territory

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