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Case Study

Chemical Management Services (CMS)

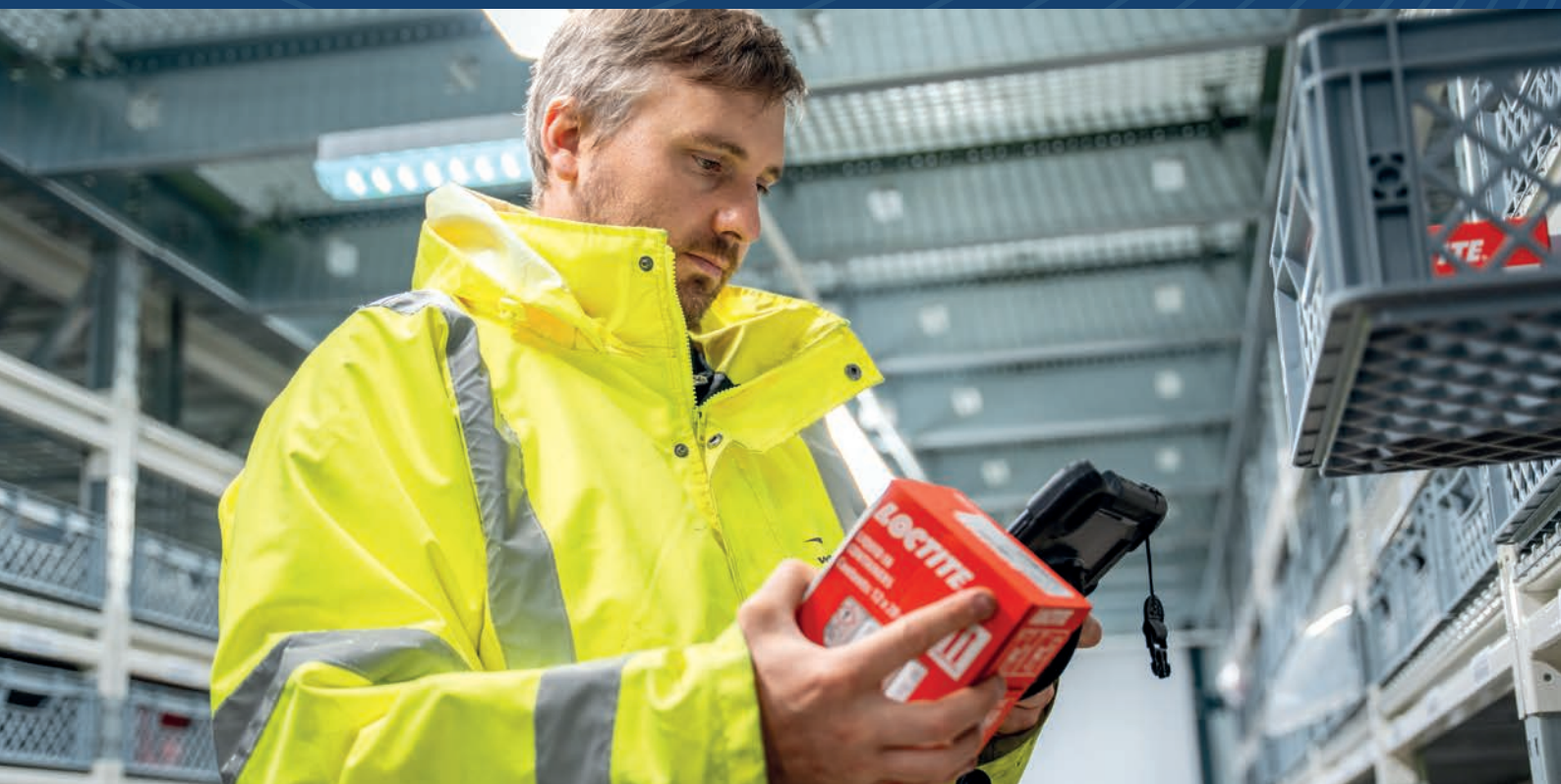
Improving Chemical Efficiency To Drive Cost Savings For A Major Aircraft OEM

Business Challenge

As part of Incora™'s Chemical Management Services (CMS) for a major aircraft OEM, the Incora customer account manager identified that a critical sealant used in production was frequently discarded with a significant amount of unused product remaining.

Sealants have a shortened shelf-life once opened and are classified as hazardous waste for proper disposal. Over time, the cost of this scrap material becomes significant due to both the unused purchased volume and the costs associated with disposal of hazardous waste.

To help the customer reduce these costs, Incora needed to identify a more efficient way to manage the sealant usage and minimize waste.





Incora Solution

Incora personnel formalized a joint project with the customer's Six Sigma leader to quantify the scope of the opportunity and identify alternative solutions.

Root cause analysis of manufacturing practices provided insights into the scope of point-of-use applications and the necessary volumes of sealants.

Incora identified production logistics that created the unused sealants, which contributed significantly to the total annual hazardous waste volume.

Results

By looking beyond purchasing of products, Incora's CMS enabled the customer to find cost savings and efficiencies in the complete life cycle of the chemicals they use during manufacturing.

Following the success of the EH&S initiative for this major aircraft OEM, the project was internally recognized with a company-wide Environmental Leadership Award from the customer's corporate leadership.

As a result of these findings, Incora was able to provide targeted solutions, including:

- ✓ Sourcing alternative sealants that met specifications, quality standards, and volume needed at each point-of-use
- ✓ Installing and managing a chemicals storage cabinet at each point-of use to ensure all materials were readily available

Key Successes



\$500k

Annual Cost Savings
for This Major
Aircraft OEM



Analysis

Has Led to a Reduced
Volume of Sealant
Purchased



Improved

Sealant Shelf-life
Management &
Storage Practices

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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

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