

LIQUID TOOL - HELPING CUSTOMERS WIN!

Productivity, economic efficiency and machining quality in the manufacturing process depend decisively on the choice of the right coolant. Hence, Blaser Swisslube endeavors to holistically analyze its customers' processes to proffer them unique solutions for their unique challenges.



Source: Blaser Swisslube

"Liquid Tool gives us a chance to grow with customers who have a holistic approach to production and manufacturing processes, and recognize the true value of cutting fluids. We want our customers to be more successful with our Liquid Tool and would like to commit ourselves to do everything possible in this journey."

Punit Gupta
Managing Director
Blaser Swisslube India Pvt Ltd

The current manufacturing scenario is getting increasingly competitive. Manufacturers today are constantly grappling with challenges of high productivity, uncompromising quality, cost-effectiveness and tighter deadlines to meet the ever-changing consumer demands. Consistent high work piece quality, minimal reworking times, longer tool life for greater machine availability, lower cycle times, increased process reliability etc. are a few vital elements in machining. Speaking on which, Punit Gupta, Managing Director, Blaser Swisslube India Pvt Ltd, states, "Liquid Tool is our value proposition, which helps in

increasing competitiveness of our customers. Doing it by driving their productivity has been a key success element of our company globally. It brings transparency and a holistic view on overall returns on their investments,"

Industry is opening up

Following five success stories from its customers bear testimony to Blaser Swisslube's significant contribution towards them through its Liquid Tool approach. They have experienced considerable enhancement in Tool optimization, Total costs of ownership, Metalworking fluid optimization, Productivity increase, and Process optimization.

Challenge

Bajaj Motors needed reduction in tool cost without compromising the quality

Solution

Blaser Swisslube's Blasocut BC 4000 Strong

WORKING TOGETHER IS THE SECRET

A quality supplier of forging, casting, machined components and assemblies, Bajaj Motors Ltd successfully dealt with a deadlock in reducing cost of its tools with the help of Blaser's Blasocut BC 4000 Strong. Here's how...

Blaser Swisslube has been an active partner of Bajaj Motors in its pursuit to reach the next level of success. Hence, Blaser's aid was sought to examine the AAWA AAYA line for improvement potential. After a detailed on-site analysis, the Blaser experts could find a great deal of scope to improve tool life while reducing tool cost by using the right coolant. Blaser Swisslube recommended

its high-performance Blasocut BC 4000 Strong to gain the desired results.

Favorable outcome

The results achieved with the Blaser's suggested coolant, Blasocut BC 4000 Strong were overwhelming. Its innovative Liquid Tool solution helped Bajaj Motors reduce tool costs and improve their surface quality. The assessment showed that the investment paid back in a



Source: Blaser Swisslube

"Automobile manufacturing is one of the most challenging and changing industries. Process optimization and productivity increase is the only way to survive. I thank the Blaser team for their support in our initiative. We were unaware that by incorporating a small change in our process through the Liquid Tool, we could gain substantial savings."

Tarun Bhargava
Asst. Vice President
Bajaj Motors Ltd

month's time and generated an annual net saving of almost ₹5.6 million.

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Challenge

To improve sump life, enhance coolant stability, reduce machine break downs, improve tool life

Solution

Blasocut BC 20 SW

PARTNERS IN GROWTH

Highway Industries' search for a competent coolant partner led to Blaser Swissslube's solution that helped the company gain improvements in areas such as tool life, sump life, coolant stability and machine breakdowns.

In its relentless efforts to meet the needs of its customers, Highway Industries continuously keeps investing in newer technologies and high performance machine tools. To upgrade to an entire manufacturing process, various parameters were looked into by the company, including the metalworking fluids. Corrosion in the machine parts triggered a need to search for a competent coolant partner with a broad expertise in machining.

Finding the answer

Highway realized that there was a huge potential of improve-

ment in regards to the coolant technology. To this end, help was sought from Blaser Swissslube that entailed a detailed on-site analysis by the Blaser team. The goals to be achieved were clearly defined, which included improvement in sump life, coolant stability, corrosion protection, and tool life, and reduction in machine breakdowns. The project started with the use of Blasocut formulation that is based on a unique bio-concept which makes it one of the safest formulations in the world for humans and the environment. The results achieved were highly exciting for



Source: Blaser Swissslube

"The implementation of a robust coolant monitoring system was exactly what Highway was looking for. Thanks to the Blaser Team for helping us achieve significant improvement in tool life."

Devinder Singh
General Manager - Production
Highway Industries Ltd

Highway. The high performance of Blasocut BC 20 SW made it possible to improve the sump life and the coolant stability with a substantial reduction in tool cost. The implementation of a robust coolant monitoring system was exactly what Highway was looking for. This optimization helped the company achieve an annual saving of ₹1.1 million for 23 machines.

Challenge

Process security and improved tool life

Solution

Coolant B-Cool 9665

COMBATING IT TOGETHER

Cummins India was seeking an aide to look into corrosion issues on its costly machined components and work on the process security. Blaser with its coolant B-Cool 9665 proved to be the one.

The Phaltan Engine Plant manufactures QSK 23 L and 60 L engines along with critical components machining with design flexibility for KV, N14 and K19 models. The plant experienced corrosion issues on costly machined components and there was an urgent need to work on the process security. In the plant, all the machines are connected to a large-sized central system which motivated Cummins to look for a new competent partner having experience of handling central systems as well. Cummins believes that the han-

dling of single filled machines and central systems is a different ball game. Therefore, the partner should have a robust technology and a high competence to analyze and support. In a joint meeting, experts from Blaser shared their rich experience and know-how. They spoke on the possible benefits of process security, improvements in corrosion protection and tool life.

B-Cool 9665 proved to be the answer

After a thorough research and a detailed evaluation, Cummins decided to work with Blaser



Source: Blaser Swissslube

"Blaser's expertise has helped in good coolant monitoring practices. We are highly confident that it is going to be a long journey of mutual co-operation and success with Blaser."

Abhijeet Bhandari
Deputy General Manager
Cummins Technologies India Pvt Ltd

Swissslube. The central system of 1,20,000 L was filled with Blaser's innovative formulation B-Cool 9665 that has an excellent corrosion protection behavior and a good cutting performance. It gives an extremely stable emulsion due to a very robust formulation technology.

Challenge

Productivity increase with improved quality parameters

Solution

Blasocut BC 25

GROWING IN TANDEM

India's largest utility vehicle manufacturer, Mahindra's Bolero saw an increased demand from the market. Here's how Blaser's Blasocut BC 25 innovatively came to its aid in increasing the output.

Mahindra's popular utility vehicle (Brand name: Bolero) saw an increased demand from the market. Having the machining processes fully optimized and capacities fully utilized, it was a big challenge to increase the output further.

Quantity with quality

Since there was a pressure to produce more components for Bolero, Mahindra heard out a Blaser Specialist on the Liquid Tool approach and decided to try what seemed like a unique value proposition for increasing productivity and profitability.

During the on-site analysis, it was found that there was another challenge to improve quality parameters as well. Blaser submitted a proposal with a new technology product to reduce cut time of Cylinder Blocks and to machine with a better quality. Blasocut BC25 has a very high cutting performance and a high stability, which met with Mahindra's requirements.

A few weeks of intense testing resulted in a cycle time reduction of 15 percent (from 10 min 30 sec to 8 min 56 sec). After ensuring the sustainability and repeatability, the decision was taken to deploy



Source: Blaser Swissslube

"The holistic approach of Blaser and our investment in its Liquid Tool solution was the right decision for us. We are excited to explore more of the solution while implementing it in our other areas of manufacturing."

Pandurang Kasture
Senior Manager
Mahindra Vehicle Manufacturers Ltd

the new Blaser coolant Blasocut BC25 to the entire Cylinder Block line. This resulted in a huge saving of ₹3.6 million for Mahindra. The accuracy in machining cylinder blocks improved by more than 33 percent, which was an added value.

Challenge

Cutting time reduction, improved process security, long-term stability and machine compatibility

Solution

Blasogrind HC 5

THE KEY LIES IN COLLABORATION

Comprehensive round cutting tool manufacturer, OSG India keenly believes that quality drives profit. In keeping with its philosophy, the company resorted to Blaser Swissslube's solution that helped it achieve reduction in the cutting cycle time and a 12 percent productivity increase.

As part of the drive to fulfil its customers' demands through continuous improvements, OSG India wanted to enhance its long-term process capabilities. Since the carbide grinding processes are extremely critical in nature, OSG has invested in specialized high-technology machines. The critical aspects for consideration, therefore, were to look at the compatibility with machine parts and productivity. Blaser Swissslube has a rich global experience and expertise

in Carbide grinding application along with high-technology formulations. The company's experts visited the OSG India facility and discussed the value addition through the Liquid Tool approach. A joint project was initiated with a mutual collaboration at Falta plant under the lead of Nishikawa using the innovative hydrocracked formulation, Blasogrind HC 5. Blasogrind HC 5's high performance and reliability made it possible to reduce the cycle time and achieve a 12 percent



Source: Blaser Swissslube

"We have achieved good results with the Blaser's solution. The co-operation has begun and we are excited to look at the consistent results on various process parameters for the next five years and to even expand our collaboration."

Naoki 'Noah' Nishikawa
Managing Director
Carbide Cutting Tools
(OSG India Pvt Ltd)

productivity increase. A joint study was also conducted to monitor the improvements in wheel loading, thus improving the process security and surface finish. The investment done by OSG was more than justified with an annual saving of ₹14 million.

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