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HPM USER REPORT | EDITION 09/2020



MADE A COST-SAVING VIRTUE OUT OF CORONA EMERGENCY

**MÜLLER GMBH CONVERTS TO HPM PRODUCTS  
DUE TO A ETHANOL SHORTAGE**

## Made a cost-saving virtue out of Corona emergency

### Müller GmbH converts to HPM products due to a ethanol shortage

**For the Walter Otto Müller GmbH & Co.KG, ethanol was something of an elixir. Without this alcohol the tools for mechanic processing of the material aluminum could not be cooled. Now the company switched to the high-performance lubricant SENTOS V-LR3 from HPM Technologie GmbH. The Corona emergency has been turned into a cost-saving virtue.**

It was in March when the supply chain cracked. This is how Lutz Bitomsky, managing partner of Walter Otto Müller GmbH & Co. KG, remembers. A supplier could no longer deliver ethanol to Itzehoe. At the beginning of the Corona pandemic, ethanol was urgently needed for the production of disinfectants. „Our supplier was simply no longer allowed to export the ethanol to Germany,“ recalls Lutz Bitomsky.

For the metalworker, who specializes in the processing of aluminium and the finishing of demanding surfaces for this light metal, the ethanol is something of an elixir of life, the alcohol was used for cooling the tools for mechanical processing. The company therefore ran the risk of no longer being able to deliver and, accordingly, no longer being able to supply its customers with forward goods.

At that time there was already a contact with HPM Technologie GmbH in Dettingen, a specialist for minimum quantity spray application, drop application and lubricants for machining. Very quickly, HPM was able to offer the customer a more than adequate replacement with its high-performance lubricant SENTOS V-LR3, which was delivered very quickly from southern to northern Germany. In addition, a further 30,000 litres have been ordered.

SENTOS V-LR3 has been developed by HPM specifically for minimum quantity lubrication (MMS). Because the medium is mostly composed of volatile components, complex cleaning processes of the machine and the tool are practically eliminated. Due to the remaining lubricant residue of only about three percent, the products remain clean. An optimal lubrication performance is achieved with simultaneous almost residue-free drying.

In hindsight, the supposed emergency solution turned out to be a sustainable solution for the production of Walter Otto Müller GmbH & Co. KG. After only a few days it became clear that the use of SENTOS V-LR3 as a lubricant can drastically reduce consumption compared to ethanol. „We calculated a consumption saving of 90 percent in the costing,“ emphasizes Lutz Bitomsky.



High-performance lubricant SENTOS V-LR3 instead of ethanol

## Annual savings of 80.000 euros

In addition, Lutz Bitomsky is pleased about other advantages that have a positive impact on unit cost prices. Mechanical processing can be carried out with significantly higher feeds of the machining machines. Lutz Bitomsky explains: „Ultimately, this means a 30 percent increase in speed for our production.“ SENTOS V-LR3 ensures an exceptionally high cutting speed in the application. And another aspect has a positive impact on cost accounting. Despite the higher cutting speed, this does not affect the tool's service life. From a purely mathematical point of view, Lutz Bitomsky confirms a service life increase of 30 percent. The sustainable reduction in consumption also brought the topic of weekend work in Itzehoe back into focus. The filling capacity of a maximum of 18 litres in the feeding apparatus now makes it possible for a lubricant to be refilled at weekends. Overall, the switch from ethanol to the high-performance lubricant SENTOS V-LR3 generates annual savings of 60,000 euros, as Lutz Bitomsky confirms in an interview.



Machining of aluminum with SENTOS V-LR3

## Lubricant is readily biodegradable

Walter Otto Müller GmbH & Co.KG with its 71-year history, is committed to people and the environment. The protection of the environment is an essential part of the company's philosophy. SENTOS V-LR3 is now a product that is biodegradable. Metallic waste can be completely recycled again. „This is a factor that should not be underestimated today,“ says Lutz Bitomsky from experience. More and more customers would attach importance to a functioning environmental management and sustainability. The company is certified according to ISO 14001:2015. The handling of the new high-performance lubricant also has a lasting positive effect on the health of employees, because no volatile and thus harmful components of ethanol are inhaled.

Lutz Bitomsky draws a very positive conclusion from the cooperation:” Without corona we would not have made HPM Technologie our supplier in the first place.” For the next time he has enough SENTOS V-LR3 in Stock, because when ordering, they were based on the annual consumption of ethanol – as we know, now 90 percent too much for 2020.



Lutz Bitomsky, managing partner of the company Walter Otto Müller GmbH & Co. KG



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