



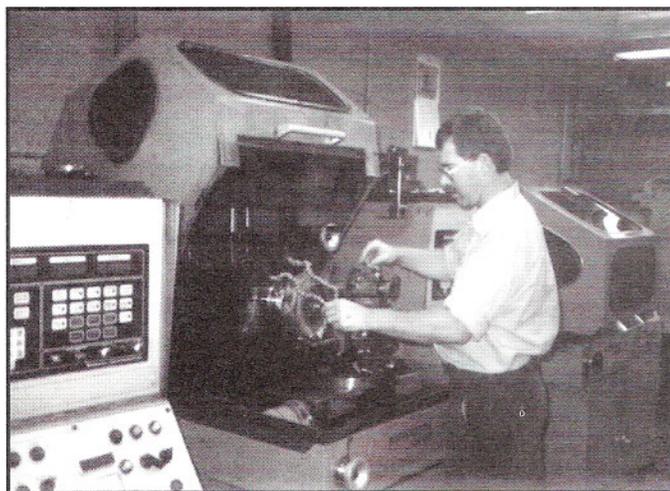
SERFILCO® CASE HISTORY

TRANS-O-FILTER® SAVES OIL AND MONEY AT FLETCHER MACHINE CO.

Fletcher Machine Company, Lexington, NC, a manufacturer of quality woodworking equipment used by the furniture industry throughout the world, had a problem. They owned four EDM machines that required the use of two special filter cartridges for each machine. These filter cartridges were changed with the oil every two months or less. However, the oil began to turn black by the end of the first week, and things would go downhill from there to include black hands of the operator and even skin rashes.

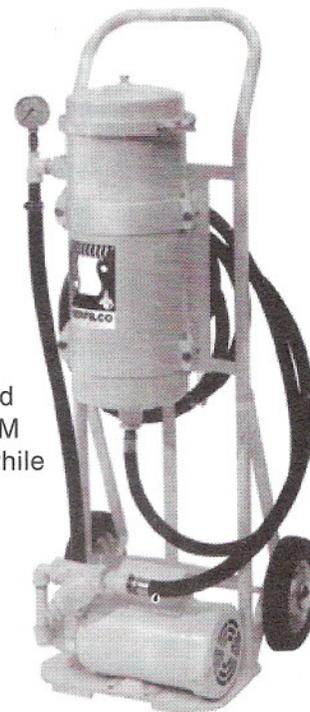
The filter cartridges were an odd dimension and had to be purchased from the equipment manufacturer at a cost of \$60.00 each. The cost of oil was not cheap either, and it took six gallons per machine. Then there was the downtime to frequently change oil, a very messy job that the operators hated.

Enter the SERFILCO Trans-O-Filter. Fletcher Machine purchased two units. Each Trans-O-Filter uses a one micron filter cartridge that costs less than \$20.00, and is changed about every three weeks.



One of Fletcher Machine Company's four EDM machines used in manufacturing woodworking equipment.

SERFILCO Trans-O-Filter oil filtration systems are used by Fletcher to keep their EDM machine cooling oil clean while reducing filtration costs.



Eventually Fletcher Machine was able to build a manifold that allowed one Trans-O-Filter system to serve two machines. The oil now stays clean and maintains its natural honey color. Those hated oil changes are now less frequent, occurring only when the quality of work dictates. Even when the oil is changed, the oil looks good and the operators' hands stay clean.

Fletcher Machine Company reports that the Trans-O-Filter is really doing the job. Savings on cartridge filters alone amount to over \$900.00 annually. Less frequent oil changes and savings of EDM oil and labor total \$774.00. Less downtime and a reduction in the volume of used oil has lowered disposal cost, resulting in additional savings. Cleanliness and operator satisfaction are a real bonus. The Trans-O-Filter is truly a champion.

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