

# CASE STUDY. FLOOR CLEANER

## **AUTOMOTIVE MACHINING COMPANY REDUCES CLEANING COSTS WHILE MAINTAINING THE QUALITY**



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**THE WIN:** Customer was able to use product at 1/3 less concentration than previous brand. The switch to EcoKlean has **helped the customer achieve their cost-saving goals** while also meeting their high-quality cleaning standards.

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**Situation:** A global supplier of advanced powertrain solutions company was searching for cost savings in their operations. They opened up their chemical storage area and sought advice on how to improve their cleaning processes. The company was using a Tennant floor machine to clean their floors multiple times a day, but they were facing challenges with the floor cleaner they were using.

**Challenge:** The company was looking to reduce their cleaning costs while maintaining the quality of their cleaning. They wanted to find a cleaning solution that was both effective and cost-efficient.

**Solution:** After assessing the situation, Ashburn recommended the use of EcoKlean, a high-performance, eco-friendly floor cleaner, in five-gallon pails. The product was designed to be highly concentrated, requiring less usage compared to other brands

**Result:** The use of EcoKlean resulted in significant cost savings for the customer. The company was able to use the product at **1/3 less concentration than the previous brand** they were using. Even though EcoKlean was slightly more expensive, the lower usage of the product resulted in **overall cost savings**. Additionally, the company was impressed with the cleaner's performance and they appreciated its eco-friendliness. The switch to EcoKlean has **helped the customer achieve their cost-saving goals** while also meeting their high-quality cleaning standards.

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