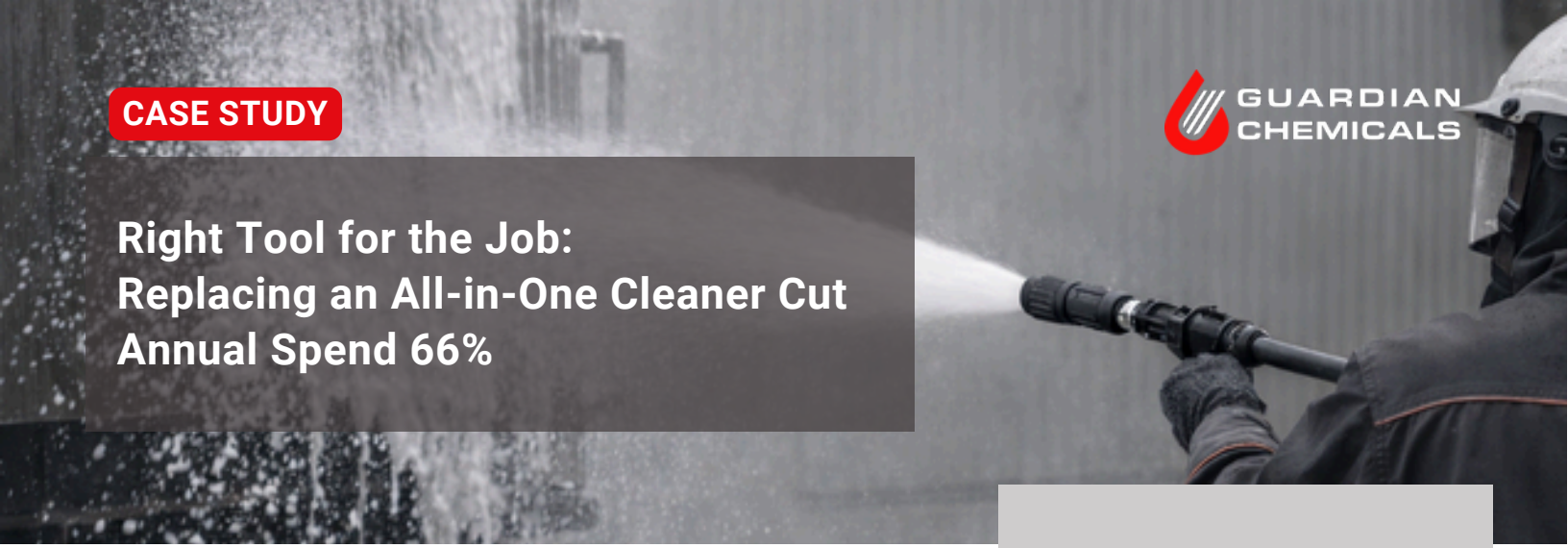

CASE STUDY

GUARDIAN CHEMICALS

# Right Tool for the Job: Replacing an All-in-One Cleaner Cut Annual Spend 66%

## CHALLENGES

The “all-in-one” approach at this industrial cleaning & oilfield services company was costing more than it needed to. While the incumbent product performed, it required a high application rate, and included costly vapour-control chemistry they didn’t regularly need. This resulted in higher chemical costs and reduced the competitiveness of their operation.

## SOLUTIONS

A three-product fit-for-purpose program was recommended. Ultrex for heavy hydrocarbon soil removal, NuTech Home Run for general vehicle wash needs, and Purge HF for LEL/BTEX suppression.

Cleaning product performance was validated with a side-by-side foamer trial versus the incumbent all-in-one product. Both products were applied via foamer with a 5-minute dwell time and high-pressure water rinse.

## RESULTS

**Verified Cleaning Performance:** Ultrex achieved the same cleaning performance at 1/3 the concentration.

**Reduced Chemical Spend and Product Volume:** Guardian’s fit-for-purpose cleaning program, maintains performance while reducing annual chemical spend by 66% and 75% reduction in product volume.

**Operational Handling Reduction:** Estimated reduction in deliveries from 6 to 2 per year, decreasing handling and storage.

## AT A GLANCE

An industrial cleaning & oilfield services company relied on an all-in-one cleaner for degreasing, vehicle washing, and LEL vapour control. Performance was acceptable, but chemical use and annual costs were high. A fit-for-purpose program maintained cleaning while significantly reducing product volume and overall spend.

## KEY METRICS

**66% REDUCTION IN ANNUAL SPEND**

**75% REDUCTION IN PRODUCT VOLUME**

**EQUIVALENT CLEANING AT 1/3 CONCENTRATION**

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## DATA

## FIELD TRIAL SUMMARY

Wash bay wall cleaned with two chemistries side-by-side. Left half: Ultrex at 1/3 concentration of incumbent. Right half: incumbent all-in-one. Both applied via foamer, left for 5 minutes, then rinsed with high-pressure water. Observed outcome: Equivalent cleaning performance under these conditions.

## KEY TAKEAWAYS

**66%**
Annual savings

**6→2**
Deliveries

**75%**
Reduced chemistry need

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