



**THERMINOL**

Heat Transfer Fluids by Eastman

## Coming full circle

Eastman's TLC program saves time and money.

### PROBLEM

Heat transfer fluid was reaching the end of its useful life.

### ANALYSIS

Even a well-maintained system can use some tweaks to improve efficiency.

### SOLUTION

The TLC Total Lifecycle Care® program was employed to help the customer identify areas for improvement.

### RESULT

The client saved time and money by reducing plant shutdowns and repairs—thanks to the expertise offered through the TLC program.

At one of the largest global chemical manufacturing facilities, their team depends on round-the-clock reliability. End users of the chemical butadiene, such as tire manufacturers and synthetic rubber companies, rely on a steady production stream. The chemical plant has successfully used Eastman Therminol® 66 heat transfer fluid for many years, and when it came time to replace this hard-working fluid, Eastman's Therminol team arrived prepared and ready to take action with the TLC Total Lifecycle Care® program.

The TLC program offers extensive customer support following the installation of fluids. The support provided helps customers properly maintain their systems and remain online.

The manufacturing facility was preparing for an upcoming maintenance shutdown during which they would drain the used Therminol 66 out of the system and replace it with over 5,000 gallons of new Therminol 66. Plant managers needed to identify equipment maintenance needs to be completed during the shutdown—while the system was cool.

This facility operates at just over 600°F and is an excellent application for Therminol 66, given its optimum temperature range is -3° to 345°C (27° to 650°F). Therminol 66 is ideal for high-temperature applications such as the processing of butadiene or other monomers.

With full access to Eastman's TLC program, the client conducted an extensive audit of their system prior to shutdown and provided a written report highlighting all reviewed aspects of the system. "This advance analysis helped the plant management save time and money," says Eastman's Demi Lin.

The TLC program accepted the client's Therminol 66 trade-in and provided them a credit of over \$100,000 to use against the invoice for their new Therminol 66 fluid. Not only did the TLC program save the client more than \$100,000 on their new order, it guarantees their used fluid will be recycled rather than discarded.

Both the sample analysis support and the trade-in credit make Eastman's TLC program an effective and worthwhile service, ensuring that companies receive top performance from their equipment and investment in Therminol heat transfer fluids.



For more information, visit our website, [Therminol.com](http://Therminol.com).

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**EASTMAN**

The results of insight™

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