

INTEGRATED SOLUTIONS FOR MANUFACTURING INDUSTRIES

ROCHESTER MIDLAND CORPORATION



Comprehensive Systems Approach

Optimize Entire Process

Proven Performance



RMC Integrated Solutions

From raw stock coming into your plant...

① **Metal Working Fluids**

- Machining and grinding
- Forming and stamping

② **Surface Cleaning and Finishing**

- Alkaline, acid and solvent cleaners
- Iron and zinc phosphatizing
- Rust inhibitors

③ **Paint Booth Maintenance**

- Flocculent
- Defoamers

④ **Wastewater Treatment**

- Coagulants
- Flocculants
- Metal removal products
- Bioaugmentation
- Odor control

⑤ **Water Treatment**

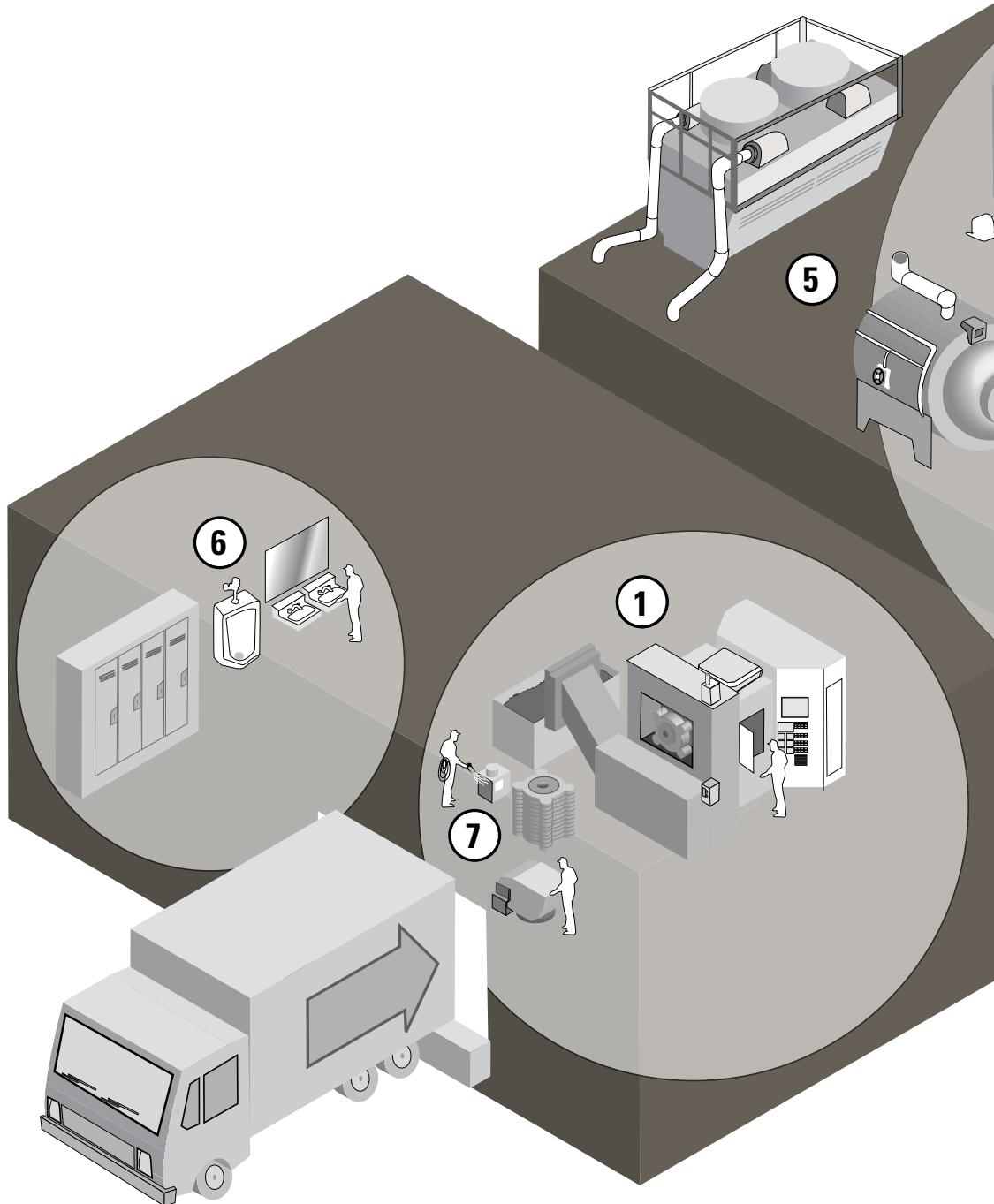
- Cooling Towers
- Boilers

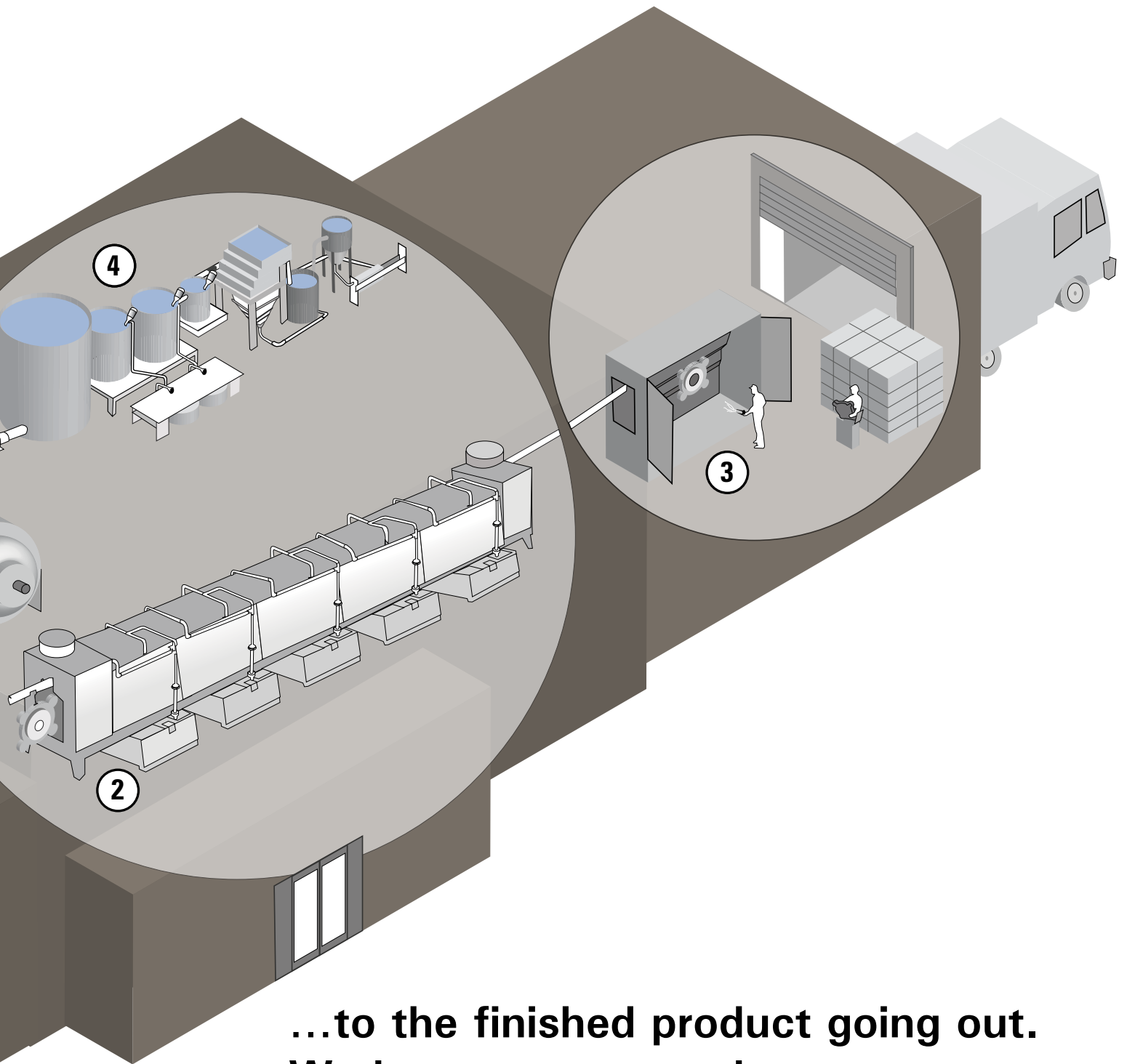
⑥ **Restroom maintenance**

- Sanor
- Hands Free™ Restroom Program
- Hands Free™ Fixtures
- Floor and shower cleaning
- Drain Maintenance

⑦ **Maintenance Cleaning**

- General Cleaning
- Steam Cleaning
- Floor Cleaning
- Solvent Cleaning
- Pressure Cleaning





...to the finished product going out.
We have you covered.

Integrated Solutions Improve Your Bottom Line

Integrated Solutions

We believe "Integrated Solutions" make RMC a truly valuable business partner. We put the best assets of our different business divisions to work for you, so that you can concentrate on serving your customers and growing your business. You get competitive pricing, expert consulting services, and world-class quality programs all from one source.

Our goal is not only to help our customers become more efficient, but also to improve the quality of their work.

Integrated Solutions for Manufacturing

When addressing the needs of the finished manufacturing industry, RMC looks for integrated and comprehensive solutions to complex problems in the following production areas:

- Metal Working Fluids
- Surface Cleaning and Finishing
- Paint Booth Maintenance
- Wastewater Treatment
- Water Treatment -
Boilers, Closed Loops and Cooling Systems
- Restroom Maintenance
- Maintenance Cleaning

The Whole Facility

It is important to understand that chemical cost in general can account for less than 2% of the total cost of a production facility. However, the influence chemicals can have on scrap, tool life, production rates, water and waste treatment can translate into an impact of more than 75% of total operating costs.

Because we make products and provide services in all of these areas, we understand your objective is to maximize the performance of the entire process, not just one area. What good is:

- a metalworking fluid that provides great finish and tool life, but cannot be easily removed in your spray washer or immersion system?
- an extraordinary cleaning and phosphatizing package for your washer that brilliantly prepares a part for painting, but creates problems for your wastewater treatment system?
- the best paint booth maintenance program if it doesn't have the flexibility to detackify new paints as the finishing needs of your customers change?
- a wastewater treatment system that must operate in such narrow parameters that you cannot modify any of the surface cleaning and finishing systems when your soils or conditions change?

RMC knows that the manufacturing process is a never-ending series of compromises that produce the best overall results.

Proven Technology

Since we are already serving one or more of your needs, RMC is well positioned to help you create overall strategic solutions for your plant. For example:

- If we are handling your spray washer, our sales representative can design and service the best treatment program for the boilers and cooling towers associated with the production processes.
- If we can solve your complex production and maintenance problems, our sales representative can easily interface with those individuals who handle your maintenance cleaning needs, such as steam cleaning, floor cleaning or even restroom maintenance.

From Beginning to End

RMC has dedicated sales, technical and R&D staffs specifically knowledgeable to serving your needs. We understand your processes, from beginning to end. When we audit your facility, we will look at the entire operation, not just the current problem. By taking an Integrated Systems approach, we will help you optimize your complete process, not creating one problem while solving another. We pledge to help you find process improvements by looking at the whole picture — to be more efficient and help you improve quality — to help you improve your bottom line.

RMC wants to be your partner. Our business is to understand your business, and enable you to focus on goals that matter to you. By identifying your needs, implementing integrated solutions, and providing comprehensive training and support, RMC can help optimize your operations, educate your employees, improve your work environment, and continually identify improvement opportunities.

Call us today at 1-800-RMC-4448 to design an integrated solution for you.

