



Case Study:

How Supervac Solved the problem of availability and cost of diffusion pump oil for a client in metalizing industry.

ABOUT US:



Supervac™ offers a complete range of Vacuum Pump Oils (Rotary, Diffusion and Booster), Evaporation Boats, High vacuum silicone grease, Boron Nitride Powder & Suspension and Graphite foil & Suspension.

Very large scale production, patented processes and a very long service life makes Supervac™ products extremely cost effective.

Highlights:

- ❖ 20+ Years in Business
- ❖ 95% India Market Footprint
- ❖ Client Base in 35+ Countries worldwide.
- ❖ Best Price Guarantee.
- ❖ High Quality, Quick Delivery.



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ABOUT CLIENT:

A leading company having many metalizing plants in India and abroad.



The Client specializes in BOPP, paper and PVC metalizing. They have in-house production facility for BOPP film. Client also undertakes special metalizing jobs like window metalizing, holography etc.



CHALLENGE:

Our client had bought their plants from a European manufacturer 4 years back. The Plant manufacturer had also taken the AMC for the metallizer and used DC-704 oil for the diffusion pump.



After DC-704 became unavailable, the plant manufacturer insisted on supplying a little known diffusion pump oil at an exorbitant price. Understandably, our client refused to be arm twisted into buying this costly, unknown diffusion pump oil and approached us for an alternative.



SOLUTION:

Our client was delighted that we had a ready list of equivalent oils for practically all vacuum oils manufactured anywhere in the world. Moreover this list was made in a very transparent and scientific manner detailing the important specifications because of which vacuum oils were classified as equivalents.

From this list of equivalent vacuum oils, in consultation with our technical team our client selected SV-SIGMA High Vacuum Silicone Diffusion Pump Oil. Though the specifications of our oil matched with now discontinued DC-704 diffusion pump oil, still the client was slightly

apprehensive. Based on the suggestion of our sales team, the client sent a sample of our oil for testing to an independent laboratory of repute. Test report of the lab confirmed that SV-SIGMA not only matched all the required specifications but infact was better on some of them.



Image: Supervac's High Vacuum Silicone Diffusion Pump Oil: SV-SIGMA™



RESULT:

Assured by the quality and domestic availability of the product, our client started to source this product from Supervac and is very happy since then. It's been over a year and we share a great client-vendor relation.

The cost of the unknown DP oil being forced upon our client:

INR 13,000/Kg! ☹️

The cost of SV-Sigma:

INR 5,800/Kg! 😊

What did the Client gain?

😊 INR 4, 50,000/year

😊 30% longer service life of the diffusion pump oil.

😊 They no longer need to stock the large quantity.

PROBLEM

SOLVED!



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Let us know if you are having any questions regarding Our Products, Supply or brochure requests.



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