



**DN-Micro**  
FLUID SOLUTIONS



## ROUTINE METALWORKING FLUID CONDITION TESTING SERVICE FROM DN-MICRO

As fluid suppliers you are well aware that the control and maintenance of water based metalworking fluids forms an integral part of its use, not only as a requirement under COSHH regulation, but also for optimising the machining process by reducing fluid related machining problems.

Issues related to MWF's are again under the spotlight with the courts handing out a record fine to the aerospace manufacturer Martin Baker following a Health & Safety Executive (HSE) investigation. A raft of unannounced HSE visits has resulted from this, meaning that engineering companies are turning to their fluid suppliers for guidance and services.

### DOES YOUR COMPANY PROVIDE FLUID TESTING SERVICES?

If the answer to this question is yes then do you know what the true cost of this service is to your company, and could it be driving down profitability in ways you have never given much thought to? The following are examples of hidden costs associated with fluid management services:

- Manpower Resources – Staff requirements for all aspects of testing and reporting
- Sales Productivity – Time constraints diverting sales staff away from value added tasks
- Customer size – servicing customers that only purchase small quantities of fluid
- Customer Geography – servicing customers that are difficult to reach
- Consumable costs – dipslides and incubators, disinfection and disposal of dipslides

## IF YOU DON'T CURRENTLY OFFER ANY FORM OF FLUID TESTING SERVICES THEN MAYBE YOU SHOULD ASK:

- Does this put your company at a competitive disadvantage?
- Does the lack of fluid data make your company vulnerable to losing business if customer problems occur?
- Are you missing out on cross or up selling opportunities which could be identified through fluid testing?

## FLUID TESTING FROM DN-MICRO – THE HASSLE FREE DIPSLIDE ALTERNATIVE!

DN-Micro offers an alternative testing service that gives you back manpower and time resources, removes consumable disposal requirements, provides a competitive edge, and helps to build greater customer relationships

## HOW OUR SERVICE WORKS.

The important routine tests in terms of metalworking fluid management are;

• Fluid pH analysis

• Fluid concentration analysis (RI)

• Full microbial analysis

At DN-Micro we are able to perform this main suite of tests from less than a 2ml sample volume! Our unique service means that full microbial analysis can be performed on this small sample including bacteria, fungi, and yeast with pH and concentration obtained from the same sample. The small fluid volume means that sampling and postage is much easier and more cost effective.

## HOW ARE SAMPLES COLLECTED?

DN-Micro can supply all the relevant consumables to accompany the testing service making sampling as easy as possible, typically the consumables includes:

- 2ml sample containers with snap lock lid
- Disposable pipettes
- Sample labels
- Machine register template
- Instructions for sampling
- Sample holder (optional)
- Plastic sample postage sleeve

Sampling can either be performed directly by your customers or by one of your field operatives during a routine site visit it's as easy as 1-2-3!

Sample

Label

Send to  
DN-Micro

1

2

3



## FLUID ANALYSIS REPORTS

The fluid analysis report is presented in a spreadsheet format using either a DN-Micro report template, or alternatively your own company template. The finished report is finally emailed to the recipient of your choice. From receipt of samples the turnaround time from testing to finished report is usually three working days.

## SAMPLE DELIVER OPTIONS

Samples can simply be addressed and sent directly to DN-Micro with Royal Mail postage being the most cost effective and appropriate mailing service. Postage costs are kept to a minimum due to the small sample size (e.g. approximately 15 samples can cost between £2.00 and £3.00 to send).

## BRANDED SERVICE OPTION

For companies wishing to promote an in-house service model along with brand awareness a PO Box can be created under your company name (e.g. XYZ Ltd Laboratory Services)

- There is an annual charge associated with the PO Box option

## SAMPLE COST

The cost per sample for testing and reporting is calculated on a price break based upon the total number of monthly samples received from your company. For new customers we base the price upon anticipated monthly sample numbers and review at agreed intervals, allowing for the lowest applicable sample price at the start of the service.

## TRIAL OF THE SERVICE

DN-Micro is happy to perform a no obligation trial of our service based around a number of your identified customers. This allows you to see the service at work and ensures that your team and customers are up to speed with the process.



## ADVANTAGES OF USING DN-MICRO

### THIS SERVICE PROVIDES A NUMBER OF ADVANTAGES INCLUDING:

- Removes testing requirements i.e. no consumables (dipslide use, disinfection & disposal no longer required)
- Removes administration – no results analysis or reporting tasks
- Allows your team to focus on value added tasks – selling your products
- The small 2ml sample size means that multiple samples can be easily posted at low cost
- The service is straight forward and easy to implement, with support provided
- All testing is carried out by qualified experienced personnel
- Low cost per sample ensures ease of integration
- Ideal service for your small volume customers
- Ideal for customer that are difficult to reach due to geography

In addition to metalworking fluids DN-Micro can provide this service for most water-based functional fluids, including aqueous cleaners, rolling oils, hydraulic fluids etc.

**To discuss your requirements further contact:**



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