

# Adduco Engineering Solutions (P) Ltd

- Authorized Business association with ICC – an USA Based chemical company serving customers across world since 1906
- Providing end to end solutions on Corrosion Management
- Having factory in Chennai and distributors across India to serve customers



**INTERNATIONAL CHEMICAL CO.**



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# METALWORKING COMPOUNDS



# Adduco - ICC Overview

- Who we are?
- What sets us apart from other “suppliers”?
- Product selection importance – “key factors”
- Product line overview
- Trails and reporting
- Implementation & Post Sale Support
- Business models through Distributor Network
- Conclusion



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# WHO IS International Chemical?

## Technologically Advanced

Cost-effective compounds



**SAVE YOU MONEY**

Improved performance



**MAKE BETTER PARTS**

Variety of compounds



**WORK TOGETHER**



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# WHO IS International Chemical?

- Servicing the metalworking industry worldwide since 1906
  - Europe, S. Africa, Mexico, Scandinavia, Asia, Canada, India, South America
- State-of-the-art products – Fluids Research Center
- Industry vendor for over 100 years

**MISSION  
STATEMENT:**

ICC is committed to providing state-of-the-art products to satisfy the needs of today's metalworking industry.



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# HOW Are We Different? (#1)

- Complete line of metalworking compounds

- Machining and grinding
- Rust preventatives
- Cleaners
- Mass finishing
- Drawing and stamping
- Hydraulic oils

**ONE  
SOURCE  
SUPPLIER**

- Engineered to work together!



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## **HOW** Are We Different?(#1)

- Metalworking
  - Not like it used to be in the old days
- Highly automated equipment
- New and more sophisticated tooling
- Environmental regulations



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## HOW Are We Different? (#2)

- Many products being used...
  - Not optimized...
    - for the application
    - for the highest production rates
    - for the highest quality surface requirements
    - for longer tool life
  - Extremely overpriced...
    - We do not advertise on race cars.



**RESULT = NO Wasted \$\$\$'s**



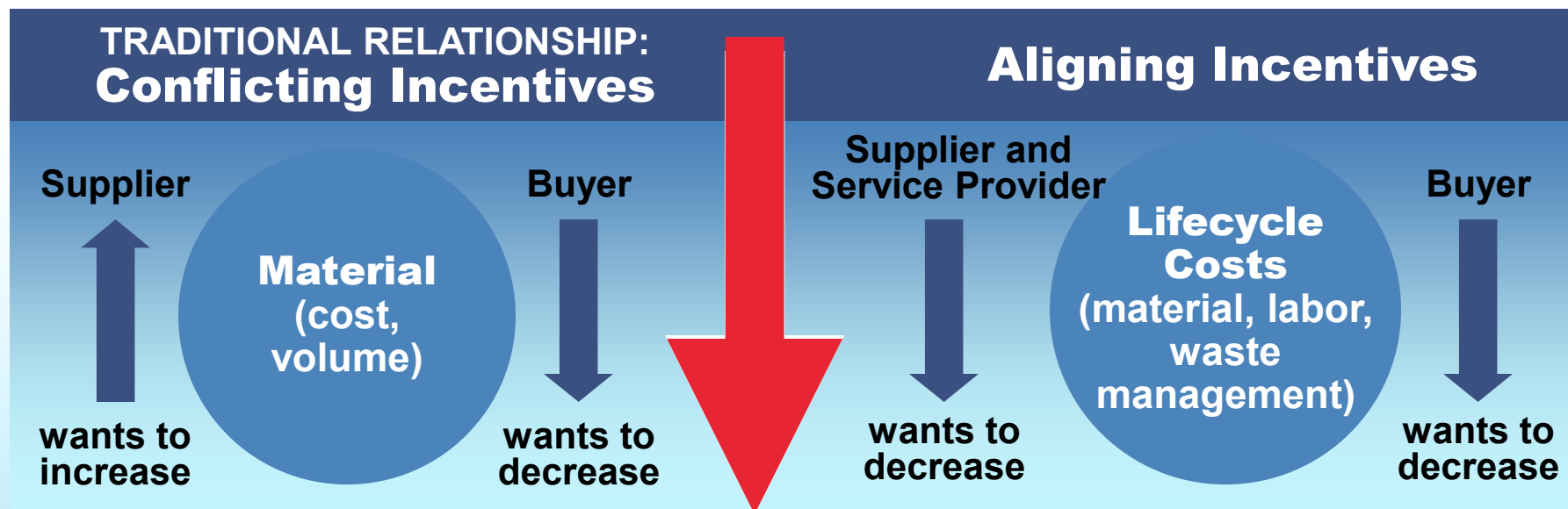
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# Under the ICC model, formerly conflicting incentives are now aligned.



**Changing the supply chain model results in potential costs savings and environmental gains.**



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## HOW Are We Different? (#3)



### ■ We have the **EXPERIENCE**


### ■ Selection of the “best” product for your application is our priority

- The efficiency of the operation
- The quality of the parts
- The cost of the finished product



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# HOW Are We Different?

**Standard Products**  **Engineered Products**

■ **Product Selection Survey**

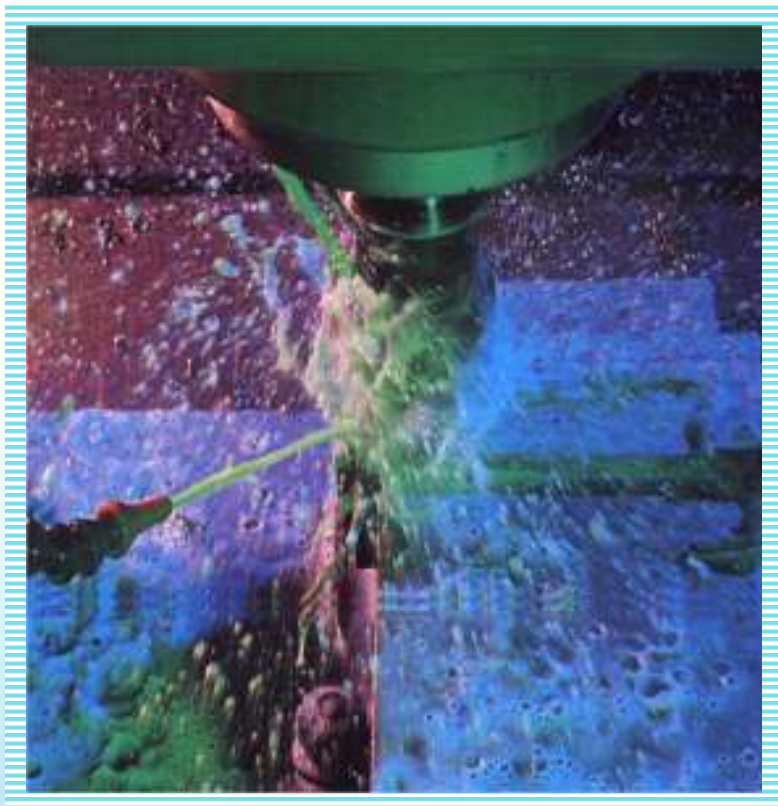
- Type of product desired
- Type(s) of metal
- Comprehensive process review

Reviewing a series of basic application questions and preparing answers can help assure that the most appropriate product is recommended.



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## **HOW** Are We Different?

### **Engineered Products**

- What problems exist now?
- What qualities are desired?
- Other technical factors...
- **Same price**

Being a closely held company, we are very responsive. We can tweak the batch process to give your application the individual attention for desired results.



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# Machining & Grinding Coolants



## Product Offerings

- Synthetic
- Semi-Synthetic
- Water Soluble Oils
- Hybrid
- Straight Oil



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# Metalworking Products Lines



## Cleaning Compounds

- Powerwash
- Immersion
- Ultrasonic
- Steam
- Rust Strippers

## Rust Preventatives

- Water Soluble Synthetics
- Oils
- Water Soluble Oils
- Solvent



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# Metalworking Products Lines



## Drawing and Stamping Compounds

- Straight Oils and Pastes
- Evaporative Liquid
- Water Soluble Oils
- Water Soluble Synthetics
- Semi-Synthetic Oil

## Mass Finishing Compounds

- Water Soluble Synthetics
- Aqueous
- Powders



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# **TECHNICAL** Service

- Customer specialized contacts
- 24 X 7 Support
- ICC technical staff availability
- No red tape
- Website access to documents



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# **PRODUCTION** Capability

- Batch scheduling ensures capacity
- Flexible production schedules
- Bulk storage facilities for ICC products
- Ensures smooth supply chain



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# **RAW MATERIAL** Quality

- High integrity suppliers
- High grade materials
- Incoming material inspection



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# **PROCESS** Quality

- Monitored by laboratory
- Permanent batch ticket records
- Laboratory analyzed and approved



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# **FINAL** Quality

- Quality control log
- Sample retention
- Final inspection audit
- Certificate of analysis



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# Continual Improvement

- On-going research
- Regular component review
- Technologically-advanced products
- Industry awareness



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# ICC Advantages

- Supplier with adequate industry experience
- Proven, cost-effective products
- Immediate product availability & Support
- Effective, realistic cost reduction programs
- We work closely with customers & your team



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# Highlights

- ICC committed to customer satisfaction
- Products with proven performance
- Certified product ensures consistent quality
- ICC total team support for all clients
- Assured inventory & Supply of products



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**ICC** makes manufacturing leaner,  
faster, more efficient, and more profitable.

**International Chemical Company:  
The Manufacturer's Choice. Since 1906.**

- ✓ Customer Support : [srinivasan@adduco.in](mailto:srinivasan@adduco.in)
- ✓ Sales Enquiry : [gurumoorthy@adduco.in](mailto:gurumoorthy@adduco.in)

**Thank you**



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