

PENETRANTS • FUEL TREATMENTS • DEGREASERS • INDUSTRIAL LUBRICANTS • RUST SOLUTIONS

CASE STUDY KROIL HELPS TAKE THE CHILL OUT OF HVAC REPAIRS



Western Allied Mechanical (WAM) is a leading commercial HVAC service provider in Northern California, and has been in business for 60 years. Their work often takes technicians to job sites that have been dramatically affected by the environment. Whether it is a rooftop installation constantly exposed to the elements, or a waterfront location subject to corrosive, humid, and salt-filled air, these environmental factors can do great damage to expensive and sophisticated HVAC equipment.

The Challenge

Replacing a heat exchanger and associated chilled water pump on a high-rise facility is a big job. In order to install new equipment, the old equipment needs to be removed. This involves closing down streets, and bringing in cranes and large service crews. To begin disassembly of old equipment at a facility in Northern California, the WAM crew had to isolate flow to the heat exchanger prior to getting it ready for removal from the rooftop. This required closing an isolation valve that hadn't been moved in quite some time. Next, came disassembly of the massive heat exchanger unit, and the skid holding the pump assembly. The nuts and bolts on this equipment had been continuously exposed to the elements and were badly rusted. The replacement process also required the disconnection of many pipes leading into the pump assembly. Similarly, these parts were severely rusted due to exposure.

DID YOU KNOW?

\$30 BILLION+

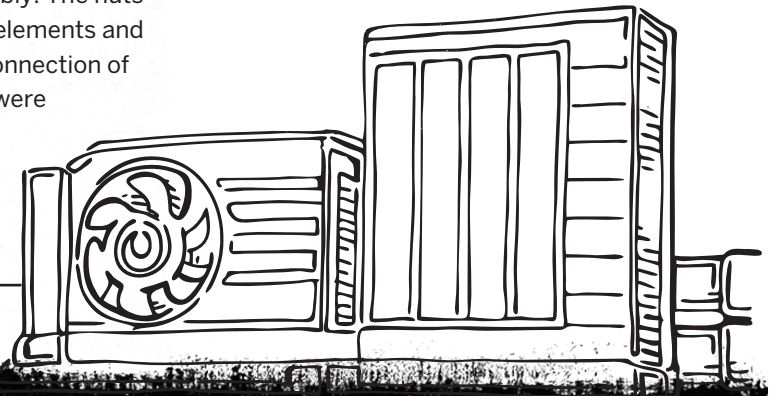
Estimated size of the US HVAC systems market

\$410

Average cost of a residential HVAC repair in the US

415,800

Number of HVACR mechanics and installers employed in the US, according to the Bureau of Labor Statistics



How Does Kroil Solve the Problem?

HEAR FROM INDUSTRY PROS



The Solution

KROIL PENETRANTS

Dealing with rust, corrosion and locked-up parts are everyday tasks for HVAC service pros, and Kroil Penetrants are a regular part of the WAM service kit. WAM technicians use Kroil to loosen, free and/or remove stuck parts on isolation valves, heat exchangers, pump skid bolts, pipe clamps, boiler pump bolts, air handler access panel bolts, relief damper louvers and more. Kroil helps save time and money by quickly penetrating rusted metal parts to speed disassembly and repair, thus reducing labor costs and extending the life of costly commercial HVAC equipment. For these reasons and more, Kroil has become a favorite product to WAM service techs.



The Results

“I can tell you one thing, Kroil, that’s a staple. Make sure you’ve got that in your truck. You go to 90% of these WAM vehicles, and you’re gonna see Kroil in there. Guaranteed.”

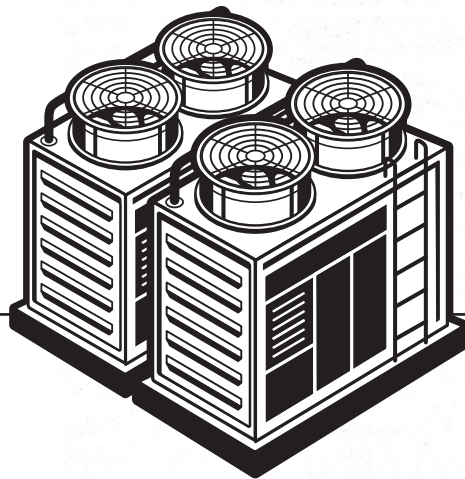
MARK NELSON, SERVICE TECHNICIAN, WESTERN ALLIED MECHANICAL

“If we have to go and replace a piece of equipment that has been sitting out in the environment for years, chances are there is going to be a lot of rust and corrosion on anchoring bolts, valves, etc. Kroil really helps with the process and allows us to complete the job.”

JEREMY GOODLAND, VICE PRESIDENT OF SERVICES, WESTERN ALLIED MECHANICAL

“Kroil is our go-to penetrant. It definitely helps make our jobs go smoother. ”

MATT MARTINEZ, SERVICE TECHNICIAN, WESTERN ALLIED MECHANICAL



For additional details, please contact sales@kanolabs.com

www.kroil.com

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