



**RUF.**  
BRIQUETTING SYSTEMS

# INTEGRATE SEAMLESSLY PURGE UNWANTED WASTE CREATE NEW REVENUE

RUF Metal Briquetting Squeezes More Profit Into Ultimate Training Munitions' Pocket

## CLIENT SPOTLIGHT

### ULTIMATE TRAINING MUNITIONS | RUF METAL BRIQUETTER

Ultimate Training Munitions (UTM) makes high-performance training ammunition and safety systems that allow armed forces and law enforcement agencies in the U.S. and around the world to conduct safe and effective Close Quarter Battle (CQB) training exercises. Headquartered in the United Kingdom, UTM also has production facilities in the United States and a global sales network operating in 45 countries.

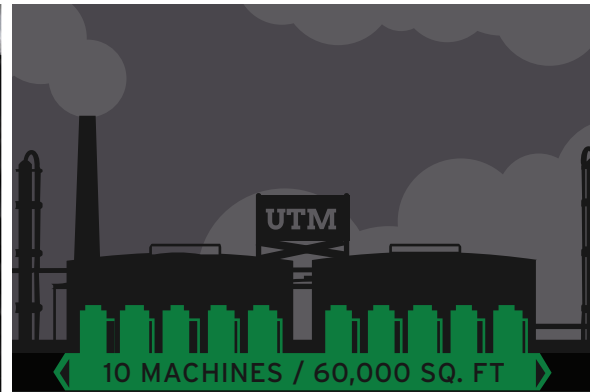
## THE SITUATION

### TURNING TURNED SOUR

UTM's U.S. factory housed 10 machines in 60,000 square feet of space. During their high-speed aluminum turning process, precision munitions and system components are turned and finished.

UTM was forced to dispose of oily turnings - primarily in hoppers for draining before they were sold for next to nothing to scrap processors.

## CONTACT US



Oil Lubricates  
Aluminum As  
It Turns

Turned  
Products Are  
Oversaturated  
in Oil

Produces  
Unusable  
Turning  
Product



# THE RUF SOLUTION

## RUF STEPS IN AND PROVIDES A CHIP DISPOSAL SOLUTION

RUF Briquetting and UTM met at an international manufacturing technology trade show. After a production facility tour in Germany and breakdown of RUF's innovative briquetting technology and systems, UTM was sold, and began working with RUF.

"Our moisture content threshold for getting optimum return for our chips is 2%. With RUF briquettes, our chips contain only 1.1% to 1.8% moisture. This drastically improves our chip resale revenues—by about 50 cents per pound."

*Ralf Wagner, Technical Director at UTM*



## THE RESULTS

### SHOW ME THE MONEY



UTM **repeatedly recommends** RUF and its briquetting technology to other companies



UTM is able to filter and **reuse the processing oil** it reclaims during the briquetting process

- UTM's scrap revenue has **grown 250%**
- Factory is also **cleaner** and **safer** for employees
- UTM's RUF Metal Briquetter **paid for itself** in less than 6 months
- Operational efficiency has risen and the scrap **process is more streamlined**
- Drain hoppers were omitted and 20% of valuable **floor space was reclaimed**



RUF was a pleasure to work with every step of the way and were willing to do whatever it took to find the best solution.

- *Ralf Wagner, Technical Director at UTM*

## CONTACT US

