

“Our DeoxIT products perform better since we switched to Honeywell Solstice Propellant, plus the environmental benefits have opened new markets for us.”

— Mike Neumann
Vice President of Sales, CAIG Laboratories

Upgrading to Honeywell Solstice® Propellant Makes Popular CAIG DeoxIT Cleaners Better and Safer

Maximizing conductive efficiency of metal means fewer low voltage glitches in the field

THE OPPORTUNITY

DeoxIT cleaners from CAIG Laboratories are the leading choice for deoxidation in a wide range of markets, but changing environmental regulations limited sales potential. CAIG needed a new propellant that would not only meet compliance requirements, but also maintain their high product quality.

THE SOLUTION

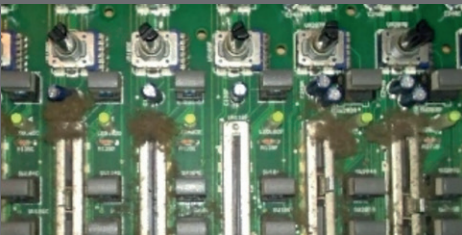
CAIG turned to Honeywell Solstice Propellant because of its recognized environmental compliance and safety benefits. During testing, the company was pleased to learn that Solstice Propellant also improved product performance.

CAIG Laboratories Raises the Bar

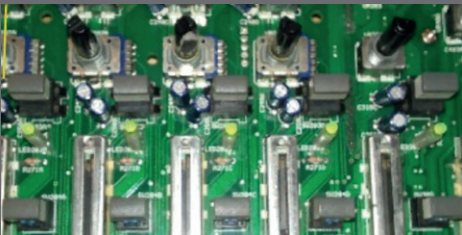
Wherever electronic parts connect, oxidation puts those connections at risk. That's why airlines, aerospace companies, computer manufacturers, automakers, shipbuilders and more have used CAIG DeoxIT products on their critical electronic connections for more than 60 years. DeoxIT cleaners not only displace oxidation, but they also bond with the metal to form a seal that maximizes conductive efficiency and prevents oxidation from recurring.

“Companies use our DeoxIT line, starting with the original D Series, to make their products better and more reliable,” said Mike Neumann, vice president of Sales, CAIG Laboratories, headquartered in Poway, California. “Switching to Honeywell Solstice Propellant made our DeoxIT products better, which in turn gives our customers even more peace of mind.”

CAIG moved away from HFC-134a to Solstice Propellant (HFO-1234ze(E)) in early 2017. “We always try to look ahead, and it wasn't hard to see changing environmental regulations on the horizon in regard to propellants,” said Neumann. “There is no problem using Solstice anywhere in the world, so it was a great fit.”



Before



After

Honeywell Solstice Propellant

With improved product performance and a global warming potential of less than 1, Solstice Propellant delivers a new way to spray.

- The only non-flammable, non-ozone-depleting, ultra-low global-warming-potential (GWP) liquefied gas propellant available today
- Classified as VOC exempt by the U.S. EPA and California Air Resources Board
- Works in a wide range of aerosol applications
- Near drop-in replacement for HFC-134a
- Mixes easily with a variety of other materials and propellants
- Compliance with EPA and other environmental regulations
- GWP of Honeywell Solstice Propellant is less than 1 — 99.9% lower than HFC-134a

Expanding Opportunities by Meeting More Needs

“Environmentally friendly means a lot in our business,” notes Neumann. DeoxIT products are used in a wide range of industries that are heavily regulated. It’s also critical that the electronic connections be reliable. “For all of our customers, reliability is important because they want their customers happy. But in many cases — such as aviation, automotive and aerospace applications — lives are on the line. Those electronic components must stay clean and connected.”

DeoxIT cleaners meet those critical needs in a variety of ways. First, DeoxIT penetrates to clean out and displace oxidation. It then bonds with the metal to seal the plating, which maximizes the conductive efficiency and locks out oxygen. “Plus, it’s nonflammable,” adds Neumann. “That’s an important safety element, and one of the many reasons we switched to Solstice Propellant is that it’s nonflammable.”

The environmental and safety aspects of Solstice Propellant are helping CAIG grow. “Our customers have regulations to meet, and DeoxIT with Solstice helps,” said Neumann. “We’re seeing use of DeoxIT products in more applications from our current customers, and we’re opening up new markets. No one can match us in nonflammables. Using Solstice has upped our competitive advantage.”



Improved Product Performance

Most cleaners are alcohol-based and evaporate completely, which lets the oxidation occur again. DeoxIT products are hydrocarbon-based, notes Neumann, “so during the evaporation process, we’re leaving behind that seal that protects and improves the connection and prevents re-oxidation. No other product does that.”

The switch to Solstice Propellant made that performance even better. “We did extensive testing, and also asked our customers to perform tests, before we made the switch to Solstice official,” said Neumann. “What we found is that Solstice did a better job spreading our product and evaporating to improve both the coverage and penetration. Our customers loved it, and I’m sure that’s why they’ve begun using it on more connections than they did before.”

A Smart Business Choice

“With Solstice Propellant, DeoxIT is the most environmentally friendly cleaner out there,” said Neumann. “That’s a big thing. Some companies want to be more proactive and responsible toward the environment, and all companies want to avoid any compliance issues. Now they get the best of everything in one product.”

Using Solstice isn’t just helping to grow sales. It’s also helped CAIG internally. “We didn’t have to rework our processes or equipment,” said Neumann. “The Solstice Propellant is compatible with our other materials. And we’ve found that we use less propellant now than we needed to before the switch, and that’s a great bonus. Add in the environmental compliance, improved safety and improved DeoxIT performance, and it’s clearly a big win for us. And for our customers.”

The Honeywell Relationship

After a little research, Neumann learned that CAIG’s relationship with Honeywell is deeper than he realized. “I knew we’d been using Honeywell propellants and that’s how we learned about Solstice. What I also discovered is that several Honeywell divisions have been using DeoxIT for years on their critical connections. So we’ve had quite a longstanding partnership, even if we didn’t quite realize it.”



Honeywell Solstice propellant is used in seven CAIG DeoxIT products.

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— Mike Neumann
Vice President of Sales,
CAIG Laboratories

For More Information:

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