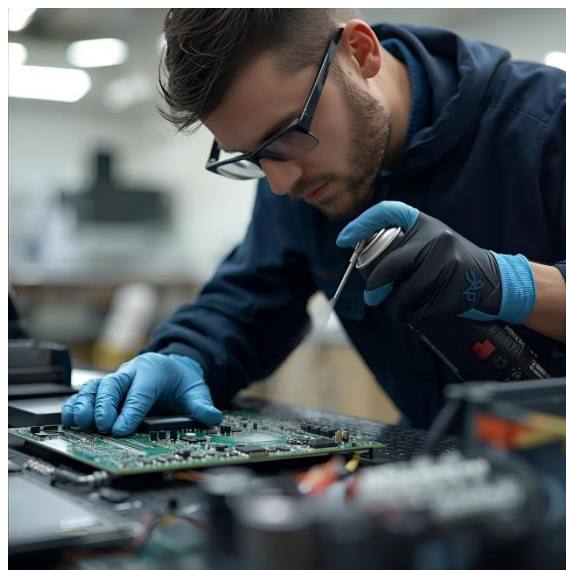




## Customer Success Story

Electro Mechanical Systems Ltd has been a loyal customer of Wessex Chemical Factors since 1996, consistently using our range of aerosol products, particularly the FDS1 solvent cleaner, for maintaining sensitive components in their workshop.

When Cameron Bell stepped into a new buying role at EMS, he began to hear consistent feedback from workshop technicians: the alternative solvent wasn't performing to the standard they needed. At the same time, prices for the replacement product were steadily increasing—undermining the very reason they'd switched in the first place.



Cameron decided to revisit the relationship with Wessex Chemical Factors.

*“I have worked with Wessex Chemical Factors for a number of years, and their service has always been exceptional—quick responses, helpful advice, and even global shipping when needed,” he said.*

*“When I took over the consumable purchasing, our production manager raised concerns about the rising cost and poor performance of the aerosol cleaner we were using. They mentioned we used to buy FDS1, so I reached out to Wessex. We agreed a new contract price which allowed us to bring FDS1 back into use.”*



FDS1 – Fast Drying Solvent removes grease, oil, tar, flux deposits and more from metal, plastic and electronics without damaging delicate surfaces:

- Non-Conductive, safe on electrical contacts
- Removes mould, grease, tar wax, oils and more
- Rapid and powerful solvent actions
- Evaporates fast and leaves no residue

Since returning to FDS1, EMS has seen a drop in solvent consumption and improved satisfaction among workshop staff—clear signs that performance and efficiency outweigh apparent savings from cheaper products.

“We now have more control over our costs and feel confident about long-term planning in this area. Most importantly, the technicians are happy to be using a product they trust.”