



GERMAN MACHINE-TOOL MANUFACTURER SWITCHES TO CASTROL ALUSOL SL 51 XBB



**SAFER
OPERATING
ENVIRONMENT**



**REDUCED
ADDITIVES**



**BETTER
STABILITY**

THE SITUATION

For aluminium and steel machining operations, the machinetool manufacturer was unhappy with the performance of the existing coolant product because of foam, product instability, fungi problems and skin issues. The company approached its local Castrol sales representative for help in finding an alternative solution. The machining operations were fed from a 70m³ central system, which had been filled for years with a competitor's fluid.

THE BENEFITS

After more than nine months with Castrol Alusol SL 51 XBB, the company experienced:

- No microbiological problems
- No fluid instability
- No skin problems
- Reduced volume of service additives

THE SOLUTION

Due to the excellent relationship between customer, Castrol sales representative and local Castrol OEM advisor, the customer production manager was willing to conduct trials with – Castrol Alusol SL 51 XBB, and position this product as the preferred problem-solver.

After a few months, Castrol Alusol SL 51 XBB was deemed a very successful replacement for the existing coolant. As a result, Castrol's reputation is set to be boosted; the customer will recommend Castrol products globally, especially in markets such as China (where there is a large supply of its machines).

“Castrol replaces existing coolant with a superior product.”

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IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.

 **ALUSOL XBB**