

# AUTOMOTIVE (USA)

## FIRE RESISTANT HYDRAULICS

### Castrol Anvol® SWX 46\*

## ANNUAL SAVINGS: \$123,800



### THE SITUATION

A leading automotive manufacturer was using two products (including a competitive product) as fire-resistant fluids in their robotic hydraulics and vertical hydraulic lift systems.

Castrol was challenged to replace the emulsion-based competitive product. Consolidation to a single fluid with Castrol was the preferred option.

### BEFORE

- The competitive product was increasingly difficult for the customer to obtain.

### AFTER

- Castrol was able to consolidate fire-resistant hydraulic fluid requirements using Castrol Anvol SWX 46 as the single hydraulic oil.
- Castrol was able to significantly reduce costs for fire-resistant hydraulic fluids.

### THE SOLUTION

- Compatibility studies were run in the lab between the products. Based on these results, the customer was able to directly top up one of the systems with the new Castrol Anvol SWX product. Additional field experience at another account confirmed these lab results.
- Technical expertise was provided to clarify the drain, flush, drain and refill procedure (including testing for residual water content) required when replacing an emulsion-based hydraulic with Anvol.
- Based on actual usage, the annual savings gained by moving to Castrol Anvol SWX 46 was approximately \$123,800.

- Right product for the right application
- Better proven fire protection  
Castrol Anvol SWX does not contain polymers or droplet size control materials and therefore is very shear stable. There is no resultant loss of viscosity over time.

\*Formerly known as Anvol SWX 46 FM



## RECOMMENDATIONS

Castrol Anvol SWX 46 was chosen to meet the requirements for a fire-resistant hydraulic fluid. Fire-resistant fluids are used in this application for safety reasons, specifically, the proximity of these hydraulic system lines to the arcing from welding robots and the possible consequences of a high pressure hydraulic leak.

## CONCLUSION

- Castrol Anvol SWX 46 allowed consolidation to a single fire-resistant hydraulic fluid, simplifying stocking and inventory requirements.
- Castrol Anvol SWX 46 solved the future availability problem looming for the two previous products.
- **Estimated annual savings: \$123,800**



### Estimated Annual Cost Savings of Castrol Anvol SWX 46 Conversion

	Savings per Drum	Drums	Savings
<b>Current Product</b>	\$800	148	\$118,400
<b>Competitive Product</b>	\$300	18	\$5,400
<b>Estimated 2007 Usage/Savings</b>		166	\$123,800

Castrol, the Castrol logo and Anvol are trademarks of Castrol Limited, used under license.