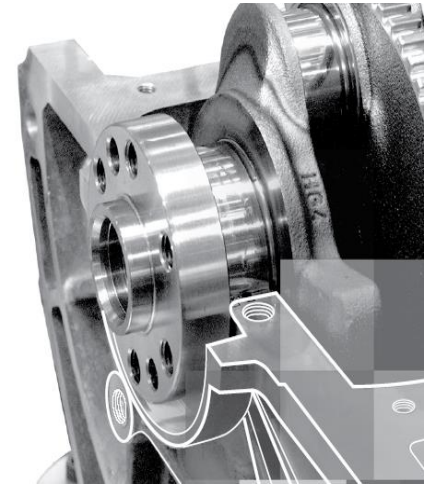


AUTOMOTIVE (USA) ENGINES

Castrol Hysol® 6510*

ANNUAL SAVINGS: \$44,000



THE SITUATION

The “Head Line Coolant” had relatively short life requiring constant additive replenishment and biocide additions.

BEFORE CASTROL

- Coolant & additives cost - \$516K /yr
 - > Kathon
 - > Grotan
- Coolant gallons 43,900
- Head Production 181,700

AFTER CASTROL

- Eliminated coolant additives (biocides)
- Coolant costs \$471K
- Coolant gallons 39,000
- Head Production 191,500

THE SOLUTION

- The introduction of a recycling coolant system with Hysol 6510 was proposed.
- A combination of Castrol product knowledge and engineering support were the resources used for this solution.
- The customer’s primary driver for a solution was the excessive costs incurred with this system.
- Historic knowledge of recycling / filtration and product background pointed to this solution.
- This was a solution driven by Castrol sales representatives and engineering support; together a proposal was made.

The Packaged Approach

- The right product
- Technical knowledge
- Solution driven

The customer wins!

RECOMMENDATIONS

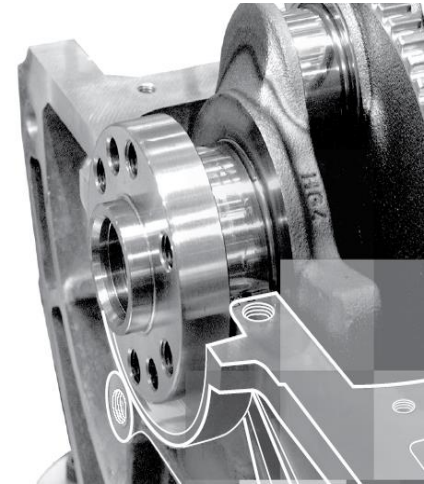
The proposal was made to convert the system to a more bio-stable coolant that is able to be recycled to remove dirt, oil and maintain the proper product parameters.

OFFER DETAILS

Castrol's offer was a total package solution. An improved performance product was recommended along with the means to maintain the optimal performance (fluid recycling). This provided the customer with a solution to go forward with more than a band-aid fix.

CONCLUSION

By converting to Hysol 6510, the use of biocides was eliminated. Additionally, the amount of coolant concentrate was reduced. This was even with an increase in production! The final outcome was a reduction in the CPU for the heads line.



	Before	After
Total Coolant & Additive Spend	\$516K	\$471.9K
Plant Output (Heads)	181.7K	191.5K
Coolant Cost per Head	\$2.84	\$2.45

OTHER POTENTIAL APPLICATIONS

This type of solution can be utilized in any given situation, stand alones and central systems. Coolant recycling teamed with the right coolant for the specific application will always yield benefits for the customer.