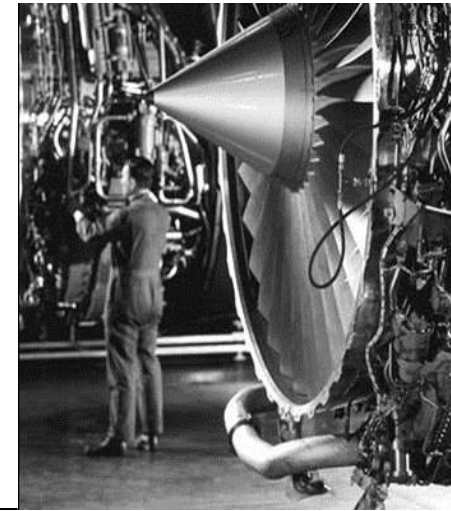


AEROSPACE (USA)

COMPONENT MANUFACTURING

Castrol Hysol® MB 50

ANNUAL SAVINGS: \$46,440



THE SITUATION

The customer is doing several operations—milling, drilling, reaming and tapping—356 cast aluminum master cylinders for the motor sports industry. The key operation is the final reaming of the master cylinder hole. They want a product that will perform as well or better than their current product.

In a cost competitive environment, this customer is under constantly increasing pressure to manufacture more higher-quality parts but supply them to the end user at a lower cost, year-on-year. They are very pleased with their current product, but the cost is making it difficult to continue.

BEFORE

- Previous product at a concentration of 15%

AFTER

- Castrol Hysol MB50 at a concentration of 9%

THE SOLUTION

In the month-long trial thus far, the concentration has been reduced 40%. The customer has not seen a decrease in any aspect of the part quality, tooling or overall performance.

Furthermore, trials comparing the Castrol Hysol MB50 to the current product have been performed at Castrol's Naperville Machining Center with the Hysol MB50 using less power and producing a better appearance.

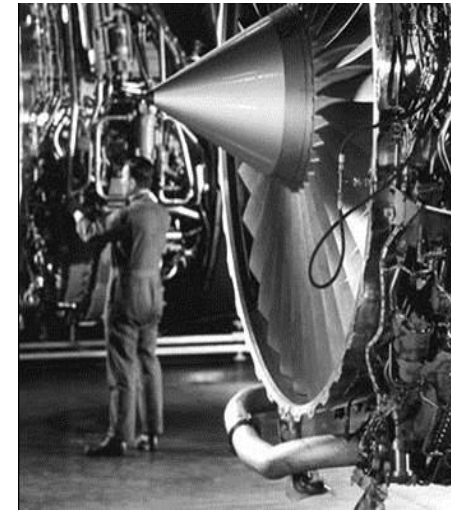
Semi-synthetic coolant technology offers extended sump life, bacteria control and maintenance benefits comparable to synthetic fluids, with added lubrication for reduced tool wear.

RECOMMENDATIONS

This has been an intensive collaboration by the customer, distributor and Castrol engineering to provide a substantial real hard dollar savings. This account has been under extensive pressure by competitors with lower cost products. The support shown by all involved has cemented Castrol's future with this customer.

CONCLUSION

- The right product at the correct price with substantial customer savings—all this is a result of listening to the customer's need for a high-performing product that can lower the overall manufacturing costs.
- The customer is very happy with the performance, both machining and maintenance.
- The make-up rate is very minimal and bacteria has not been an issue (very important to this site).
- The foam control has been magnificent even at high pressure.



OTHER POTENTIAL APPLICATIONS

Applications that are running at higher than expected concentrations could use Castrol Hysol MB50. In this application a high-performance synthetic fluid was out performed by a high oil containing semi-synthetic.