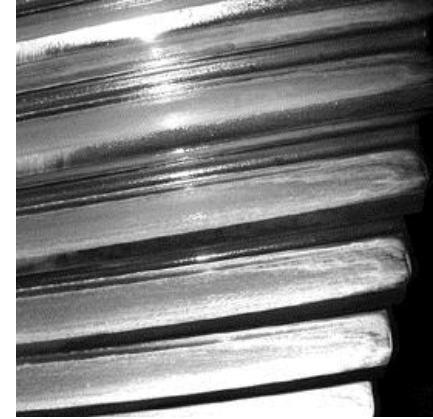


# AUTOMOTIVE JOB SHOP (USA)

## GEAR MANUFACTURING

Castrol Hysol® MB 50

**ANNUAL SAVINGS: \$38,380 fluid, \$12,000 tooling**



### THE SITUATION

Customer had used a premium coolant with much success for years, but recently changed to a lower price-per-gallon fluid from a local blend shop.

Many issues arose with the new coolant that were not problems before the change - tool life, sump life, bacteria, and high usage.

Castrol and our distributor were asked to review the situation and offer an alternative fluid.

### BEFORE

- Tool life was only 30 pieces per corner
- Tramp oil issues
- Bacteria issues

### AFTER

- Tool life increased to 75 pieces per corner
- Roughing insert life improved by 100% from 1 day to 2 days
- Fluid runs cleaner and separates tramp oil quickly to improve skimmer performance.
- Bacteria tests are always low

### THE SOLUTION

- Castrol Hysol MB 50 was brought in to be the right fluid for the wide variety of materials and aggressive tooling in this shop.
- The Castrol team used a 'total cost of ownership' approach to show usage reduction and overall cost savings.
- Tooling studies were done to determine the coolant performance compared to the competitor's baseline.
- The Castrol distributor provided filtration service and equipment to clean out the machine, having it recharged and back into production in under 3 hours.

## RECOMMENDATIONS

The customer quickly realized that the lower price-per-gallon fluid was actually costing them much more in overall expenditures. The Castrol team recommended a 'total cost of ownership' approach to evaluating metalworking fluid options.

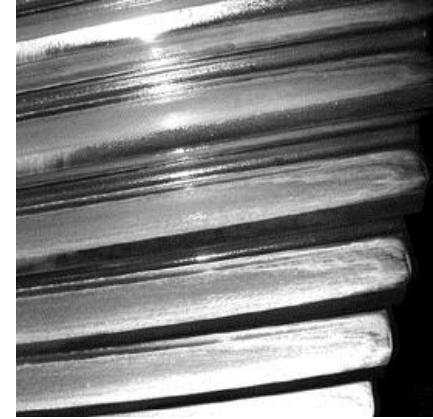
Castrol distributor employed a new service and equipment package to minimize downtime associated with the conversion to Hysol MB 50.

## CONCLUSION

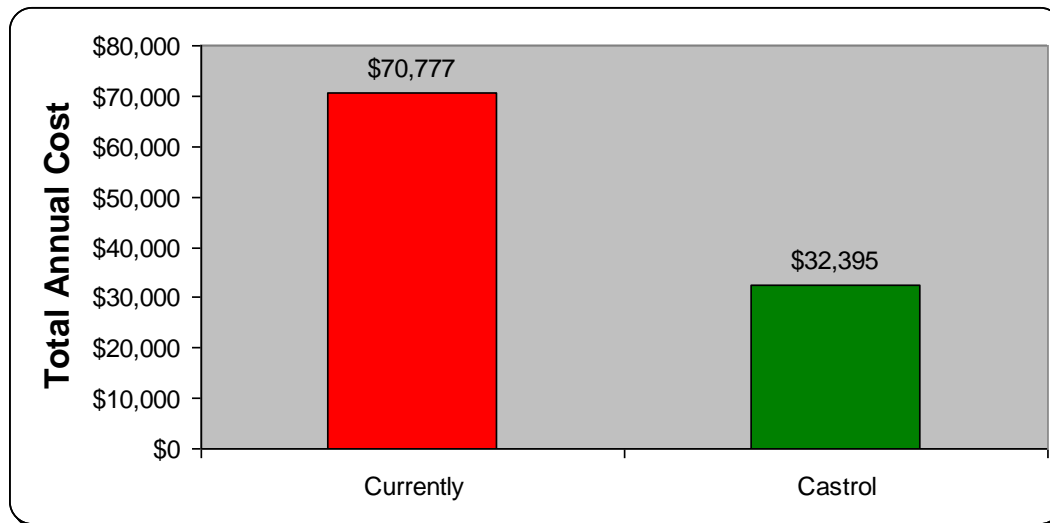
The customer charged an individual machine and collected data to determine which fluid would offer the lowest cost.

The Hysol MB 50 has proved superior in many aspects – tool life, sump life, biological control, cleanliness, operator acceptance, and fluid consumption.

**The result was a total savings of over \$50,000.**



## TOTAL COST COMPARISON



- State-of-the-art equipment and service to facilitate a quick charge-up and trial launch.
- Fluid recommendation based on all aspects of the shop environment.
  - Tooling Applications
  - Materials
  - Operator Acceptance
  - Tramp Oil
- Documentation of cost savings in tool life and fluid.

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