

# AUTOMOTIVE (USA)

## AFTER-MARKET COMPONENTS

### Castrol Hysol® MB 50

## ANNUAL SAVINGS: \$44,000



### THE SITUATION

A leading after-market automotive parts manufacturer was experiencing repeated tool holder failures due to rust. The existing coolant was a soluble oil from a competitor.

Castrol and our distributor were invited to provide a solution that would eliminate equipment failure and downtime associated with replacements.

### BEFORE

- Customer had to replace tool holders on 20 machines at a cost of \$700 per machine
- Replacement time per machine was 72 man-hours, at a total cost of \$30,000 for all machines.

### AFTER

- Based on machining needs, water quality and rust issues, Hysol MB 50 was selected.
- To date, no tool changers have been replaced.

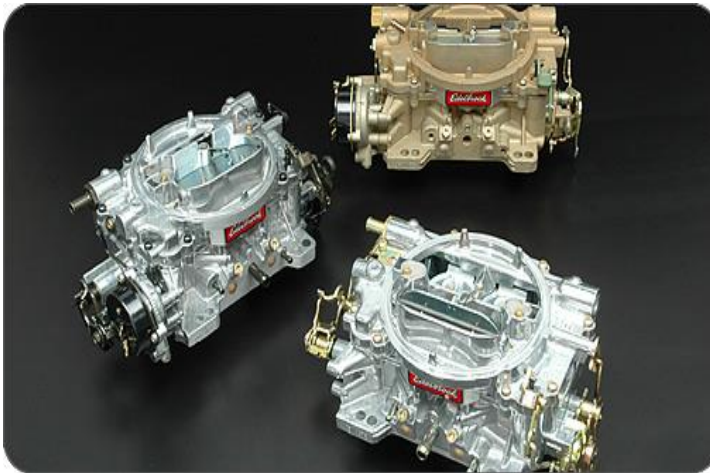
### THE SOLUTION

- Castrol Hysol MB 50 eliminated tool holder failures.
- Castrol Service Engineers were able to identify the root cause and provide an adequate solution.
- Hysol MB 50 had a history in the account that allowed the customer to realize a \$110,000 savings from improved tap life in another operation.
- Castrol and our distributor worked to overcome price obstacles to demonstrate the lower total cost of Hysol MB 50.

## RECOMMENDATIONS

Castrol lab analysis showed elevated chloride levels in the competitor's coolant. Since the current fluid had 20% oil, we recommended a higher oil containing fluid with better rust preventive additives to control the corrosion. Also, careful monitoring of water quality was stressed to avoid build up of chlorides and hardness.

Hysol MB 50 is the perfect coolant where high levels of lubrication are required but foam and rust issues need to be avoided.



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## CONCLUSION

Hysol MB 50 was successful due to the fact that we could run it at a moderate concentration. The competitor fluid did not have enough lubrication and had to run at extremely high concentrations. The high concentrations led to an unbalanced coolant and resulted in rust.

Castrol and our distributor's ability to articulate a mechanism for the problem and a solution based on sound chemistry was key in the success.



## OTHER POTENTIAL APPLICATIONS

Hysol MB 50 is the fluid of choice where a high degree of lubrication is needed, while avoiding problems with foam, rust, and bacteria.