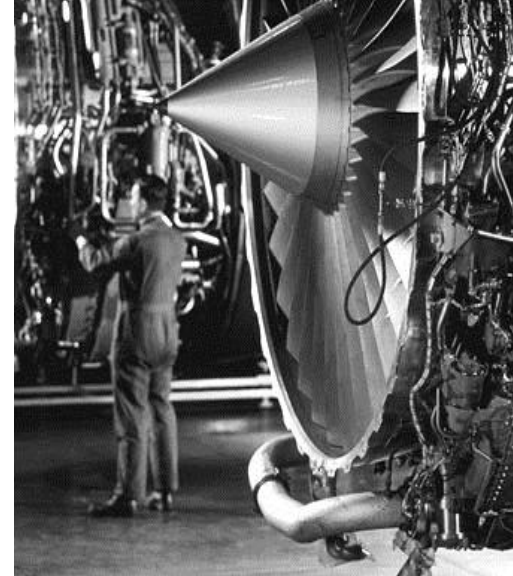


# CHEMICAL MANAGEMENT SERVICES (USA)

## HYDRAULIC LEAK MANAGEMENT

### Castrol Hyspin ZZ Hydraulic Oil - Excello Grinder

## ANNUAL SAVINGS: \$22,800



### THE SITUATION

A leading producer of aircraft engines observed excessive leakage from hydraulic system on a piece of equipment targeted for potential decommission. Leaking hydraulic oil contaminates the cutting fluid system.

Customer's Chemical Management Committee chartered Castrol's CMS program with the objective to reduce waste and improve cost performance.

### BEFORE

- High performance, high priced hydraulic oil in use
- Oil loss at a rate of 40 gals per week, resulting in \$35,420 in cost annually.

### AFTER

- Leak reduction was investigated but could not be easily accomplished to reduce the cost.
- Hyspin ZZ premium hydraulic oil was brought in to replace the higher priced fluid
- Cost-effective replacement resulted in savings of \$22,800.

### THE SOLUTION

- Customer needed a cost-effective solution to minimize losses while avoiding costly repair to a machine targeted for decommission.
- Hyspin ZZ offers excellent fit, form, and function for this application, while reducing indirect material cost per unit.
- Castrol's valued engineering experience and CMS program performance created the opportunity for Castrol to deliver a solution.
- Castrol's engineering and technical support team surveyed the application to determine the proper fit for Hyspin ZZ.
- Customer's Equipment Maintenance Manager was central to the decision to move forward with implementation of proposed fluid change.

- Hyspin ZZ is the right product for this application's current operational conditions.
- Experience and knowledge combined to determine best solution for this customer's specific needs.
- Excellent example of Product Line Positioning.

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