

# Automotive (USA)

## Off Road Vehicle Components

### Castrol Ilocut® 154

## ANNUAL SAVINGS: \$35,500



### THE SITUATION

A Midwest component manufacturing facility was having issues with broaching oils. The company was spending too much time and money on the broaching system and asked for help in improving the operation.

The customer was broaching steel steering yokes and drive shaft knuckles.

### BEFORE

- Company F's broaching oil in use
- Oil needed to be cleaned out every 4 months causing significant downtime, labor & disposal costs
- Fluid usage was 12 drums per year
- Broach bar life was only 4 months.

### AFTER

- Ilocut 154 was implemented
- Oil did not need changing after 1 year saving downtime, labor and disposal.
- Reduced usage to 4 drums per year
- Broach bar life increased to 1 full year

### THE SOLUTION

- Company F's broaching oil was oxidizing over a short period of time.
- Ilocut 154 was implemented and did not oxidize significantly over a 1 year period.
- The broach bar life increased, because there was no oxidized oil building up on the bar and causing fines to stick in the cutting zone.
- The Castrol laboratory tested the competitive product to determine why it was getting sticky over time, concluding that the product was oxidizing.
- The customer is very pleased with the Ilocut 154 and stated that the department made more money because of the switch to a Castrol fluid.

- The right product in the right application brings big savings to the customer

## RECOMMENDATIONS

In depth investigation into the operation by Castrol Application Engineering determined that the product in use was not correct for the application. The customer was using what the competitor suggested and did not know there was a better solution.

## CONCLUSION

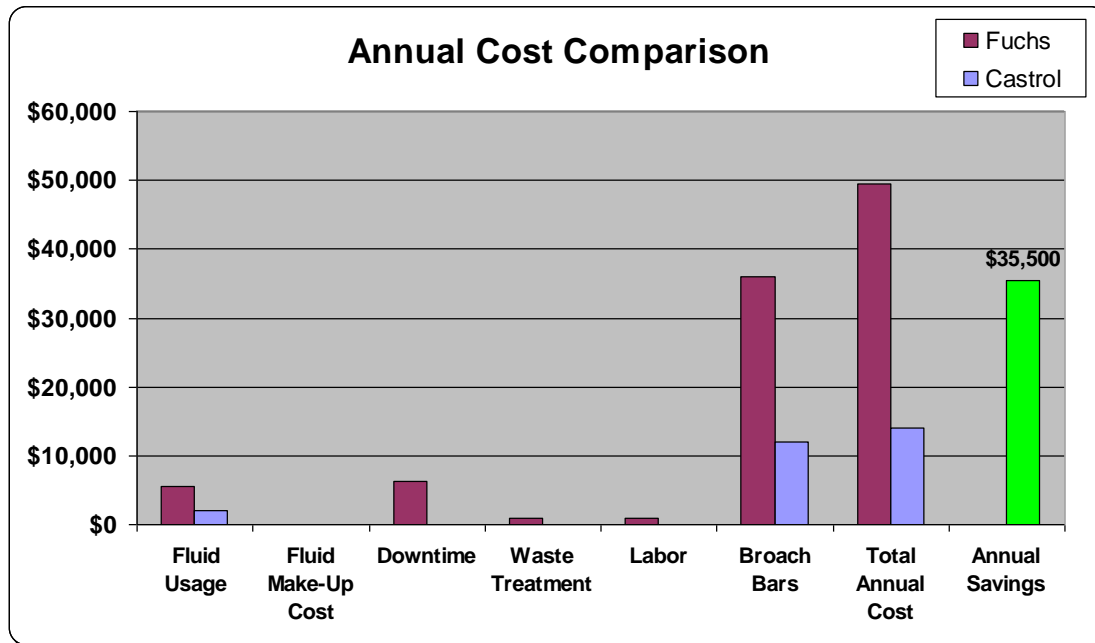
The customer was extremely satisfied by the use of Castrol fluids. The area manager was able to demonstrate documented cost savings to his management for a department that had difficulty making a profit.

**The result was \$35,500 in recognized savings.**



## OTHER POTENTIAL APPLICATIONS

Ilocut 154 can be used in medium to difficult cutting and broaching operations on ferrous metals.



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