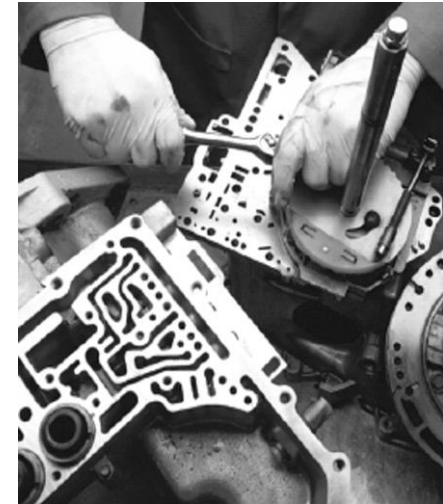


AUTOMOTIVE (USA)

POWERTRAIN COMPONENTS

Castrol Syntilo® 9913

ANNUAL SAVINGS: \$37,335



THE SITUATION

A leading Japanese automotive manufacturer converted from Castrol Syntilo 9913 to a lower price per gallon coolant in an effort to save money.

After switching away from Syntilo 9913 to the competitor's fluid, the customer immediately noticed reduced wheel life in the grinding cell and questioned whether they were really saving money at all.

Castrol monitored tool life after putting Syntilo 9913 back in the grinding cell in order to confirm the poor tool life was related directly to the coolant used.

BEFORE

- Customer was grinding driveshaft components using competitor synthetic fluid. A grinding wheel could only produce 3500 parts before replacement. Each wheel costs \$1,500 and 96,000 parts are produced per year. Each wheel change-out cost 30 minutes production downtime and labor.

AFTER

- Syntilo 9913 synthetic coolant was introduced back to the grinding cell.
- Operators were able to run the Castrol fluid at a lower concentration.
- **Wheel life increased from 3500 parts to 25,000 parts!**

THE SOLUTION

- Use of Castrol Syntilo 9913 increased wheel life by **7 times**.
- After 10,000 pieces, a wheel was sent back to the manufacturer for review. The manufacturer found the wheel still met original specs and recommended that the wheel be placed back into service. Their review found that the **coolant kept the wheel from loading up, reducing the number of dressings, thus extending useful life.**
- Customer could run at lower concentrations with improved tool life.
- The only parameter changed was the coolant, and the associated wheel dress cycles.
- Downtime for wheel change-out was dramatically reduced.

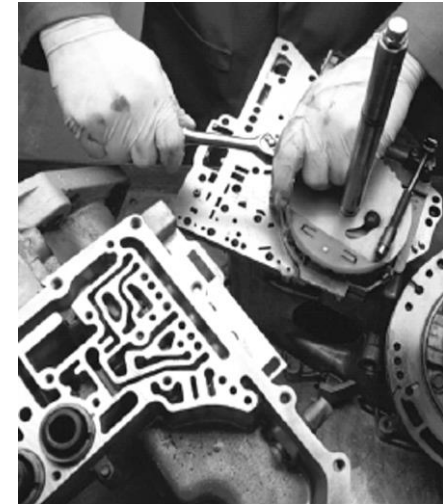
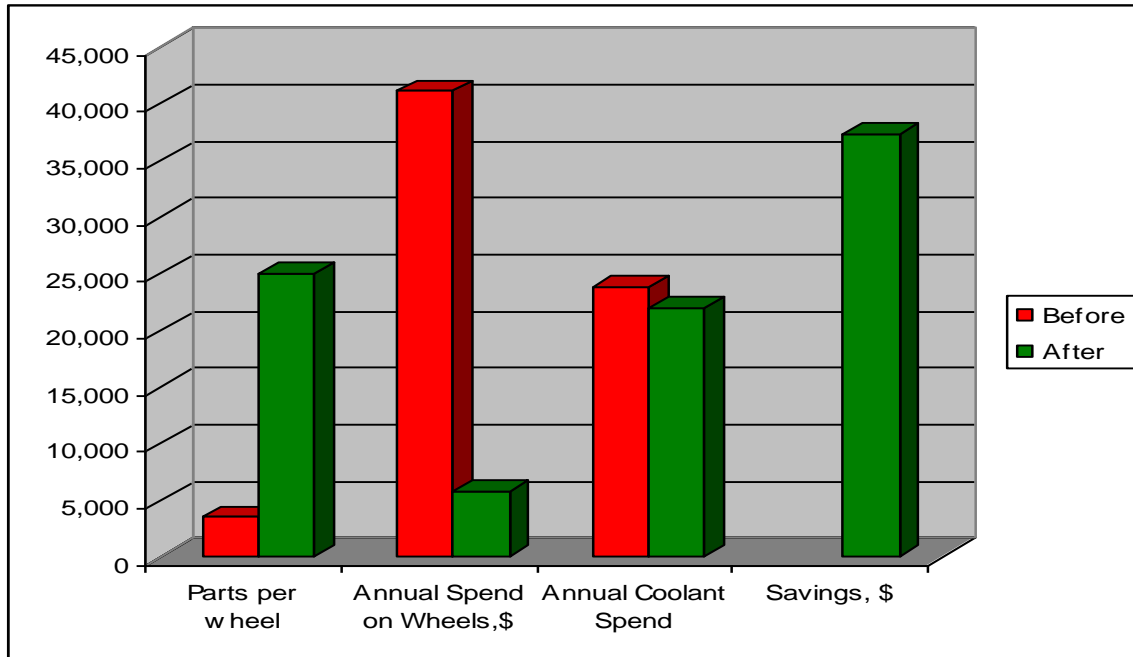
- **Right fluid for the right application**
- **Experience and knowledge brought together with correct coolant**

RECOMMENDATIONS

By recommending high performance products for suitable applications and by monitoring performance in conjunction with OEM inspections, Castrol was able to dramatically improve the grinding process and save the customer significant cost in this application.

CONCLUSION

The customer was able to regain the tool life and up-time they desired, so they could focus on making drive-shaft components. Customer was able to reduce an important metric - their tooling cost per part - from \$0.43 to \$0.06/part.



OTHER POTENTIAL APPLICATIONS

By applying performance products in the appropriate applications, Castrol can save the customer significant money over seemingly less expensive fluids.

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