

AUTOMOTIVE (USA) PAINT

Castrol Tribol® HM 943-46 Hydraulic Oil*

TOTAL COST SAVINGS: \$49,620



THE SITUATION

Conventional hydraulic oil used for Paint Shop hydraulic systems was changed every 1.5 to 2 years due to the oil degradation and/or equipment failure.

Castrol was given the opportunity to present a solution.

BEFORE

- Lubricant cost – \$37,800
- Annual labor cost - \$14,400
- Oil disposal cost - \$16,200
- Total cost per 12 year - \$68,400

AFTER

- Lubricant cost – \$13,680
- Annual labor cost - \$2,400
- Oil disposal cost - \$2,7004
- Total maintenance cost per 12 year - \$18,780

THE SOLUTION

- The Challenge: Reduce hydraulic equipment maintenance cost.
- After introduction of Tribol HM 943-46 hydraulic oil combined with Castrol oil sampling and filtration programs, oil service life was increased over 8 times.
- Original oil has served for 12+ years.
- It is very important to the customer due to the lesser new lubricant cost, significant labor cost reduction and lower disposal cost.

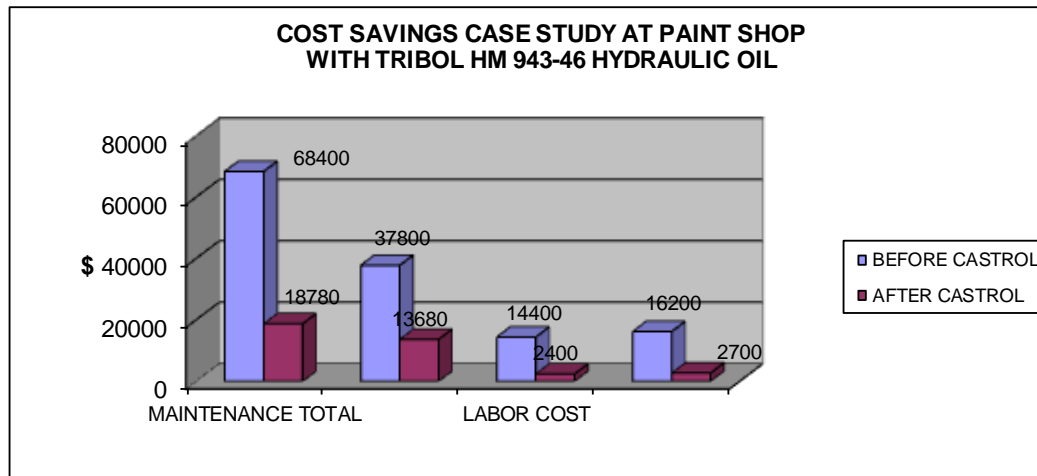
- Customer was looking for significant reduction of total maintenance cost of Paint Shop hydraulic systems.
- Tribol HM 943-46 has delivered the desired benefits at the right cost.
- Customer return on investment in Castrol product is over 3.5 times.

RECOMMENDATIONS

Use Tribol HM 943-46 high-performance hydraulic oil in critical hydraulic systems with good integrity to benefit from long oil life and better protect equipment.

CONCLUSION

- Customer was looking for significant reduction of total maintenance cost of Paint Shop hydraulic systems. Tribol HM 943-68 has delivered the desired benefits at the right cost.
- **Total savings per 8 years = \$49,620** (only oil cost and oil changeover labor included)



OTHER POTENTIAL APPLICATIONS

- Castrol Tribol HM 943 series hydraulic oils are ideal for any area of automotive plant where not fire resistant hydraulic fluid is required.
- The application of Tribol HM 943 will significantly increase equipment life, reduce total maintenance cost and provide overall trouble-free operations.