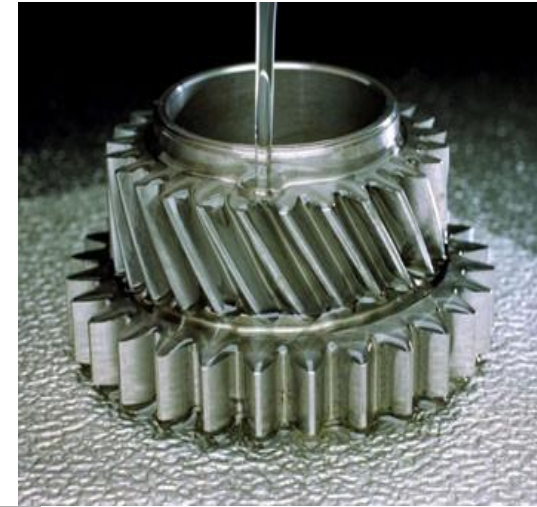


# Machinery Manufacturing (USA)

## Transmission Manufacturing

### Castrol Variocut® G 600 HC\*

## ANNUAL SAVINGS: \$5,100



### THE SITUATION

The customer was experiencing reduced filter life in a machine tool that was grinding carbide tooling (Oerlikon / Klingelnberg grinder). The machine tool contained Transor filters. These filters were utilized to attain a high level of machining fluid clarity. With their current fluid, the customer had to change the Transor filter elements approximately twice per year.

### BEFORE

- Purchased two sets of Transor filters per year at an estimated annual cost of \$6,100.
- Utilizing a competitor's ISO 15 grinding oil.

### AFTER

- Purchased one set of Transor filter elements every two years at an estimated annual cost of \$1,500.
- Utilizing Castrol Variocut G 600 HC grinding oil.

### THE SOLUTION

- It was discovered that the root cause of the reduced filter life was the viscosity of the current fluid.
- Castrol engineers and technical sales reps were able to provide an effective oil recommendation.
- Castrol was able to work with the machine tool OEM to coordinate fluid testing and an OEM approval for Variocut G 600 HC.

- Castrol utilizes technical expertise and the "Voice of the Customer"
- Reducing filter usage provides a cost savings to the customer without having to use a marginal fluid

\* Formerly known as Variocut G 600 HC NA