Auto Plant Canada

Application: Robot Grease

Product: CastrolTribol GR 100 PD-00

Cost saving for two years \$151,900



were told the issues are long

months. This would upset the

In addition we were informed

GR 100 PD 00 in pails.

product comparison.

confidentially that the competitor product costs exceeding more than the comparable Castrol product Tribol

cvcle.

A request for quotation was received to replace a competitor Grease. We

deliveries which in most cases was in

excess of 6 weeks but could reach 3

maintenance schedule servicing the

300 + robots in the north weld shop

which are lubricated once in a 2-year

Since performance of the competitor grease was acceptable it was requested that Castrol provide

 Deliveries of competitor's product are long causing disruption of maintenance schedules

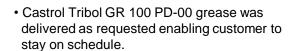
· Price is very high

BEFORE

Application:

- Kawasaki Robot Gear Box Lubrication, Models ZX 165, 200 and ZB 150
- Area of Lubrication: main gear box major axis x, y, z

AFTER



· Costs dropped drastically

THE SOLUTION

 Provide a lubricant that is equivalent or better in performance than the current product and provide reliable delivery at an acceptable price.

CASE STUDY

YOUR ADVANTAGE IN AN INDUSTRIAL WORLD



Castrol Tribol GR 100 PD Grease Savings

Previous conditions

- Annual spend with competitor's product: ~\$131,200 USD
- Long wait time for delivery of product causing maintenance scheduling issues.

Current Condition

- Annual spent with Castrol longtime PD-00: \$51,703 USD (2011 spend)
- No delivery issues, and maintenance schedule is maintained

Cost savings for 2010: \$72,403
Cost savings for 2011: \$79,497
Cost savings for last two years: \$151,900

Key to success:

- Provide a professional comparison of performance data established by our in-house lab and involve the right team.
- Product performance data: The analysis of the SRV test results concluded that the Tribol GR 100 PD 00 has a lower coefficient of friction than competitor and that resulted in a smaller scar diameter during the testing.
- Conclusion: Tribol GR 100 PD 00 outperformed the competitor's grease, and is available when needed and at an affordable price

