

# Auto Plant Canada

Application: Robot Grease

Product: CastrolTribol GR 100 PD-00

**Cost saving for two years \$151,900**



## THE SITUATION

A request for quotation was received to replace a competitor Grease. We were told the issues are long deliveries which in most cases was in excess of 6 weeks but could reach 3 months. This would upset the maintenance schedule servicing the 300 + robots in the north weld shop which are lubricated once in a 2-year cycle.

In addition we were informed confidentially that the competitor product costs exceeding more than the comparable Castrol product Tribol GR 100 PD 00 in pails. Since performance of the competitor grease was acceptable it was requested that Castrol provide product comparison.

## BEFORE

- Deliveries of competitor's product are long causing disruption of maintenance schedules
- Price is very high

### 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

- Castrol Tribol GR 100 PD-00 grease was delivered as requested enabling customer to stay on schedule.
- 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



FOR CASTROL AND CASTROL CUSTOMER USE ONLY. OTHER USES PROHIBITED. DO NOT FORWARD OR DUPLICATE.

# 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

<b>Cost savings for 2010:</b>	<b>\$72,403</b>
<b>Cost savings for 2011:</b>	<b><u>\$79,497</u></b>
<b>Cost savings for last two years:</b>	<b>\$151,900</b>

## 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

CASE STUDY

YOUR ADVANTAGE IN AN INDUSTRIAL WORLD



FOR CASTROL AND CASTROL CUSTOMER USE ONLY. OTHER USES PROHIBITED. DO NOT FORWARD OR DUPLICATE.