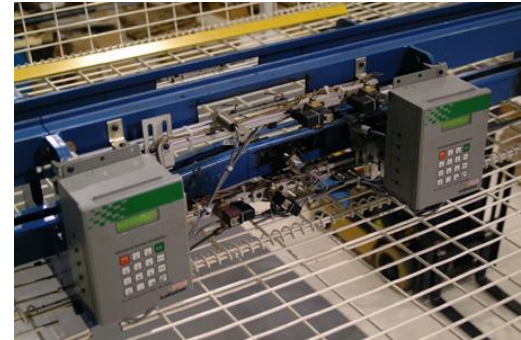


Steel USA

Application: Coil Line

Product: Castrol LubeCon Series I/M

FIRST YEAR SAVINGS: \$61,758



THE SITUATION

Plant was experiencing the loss of 10 Free Carrier (FC) truck assemblies per month on the new coil line.

BEFORE

- No lubrication was being performed on the (FC) conveyor truck assemblies.
- Each (FC) truck assembly costs \$450 to replace. This amounted to \$54,000 per year in replacement costs.
- One man performed the (FC) truck replacement at \$50 per hour for two hours. This amounted to \$12,000 in man hour labor per year for repairs.
- A total of \$66,000 was being spent annually for these repairs.

AFTER

- A LubeCon shot-to-point lubrication system was installed and 10 pails of Castrol LubeCon Series I/M chain lubricant were purchased. This amounted to an investment of \$4,242
- The new system now lubricates the (FC) trucks and secondary load bar pins.
- This equipment has been in operation since June 2007 to November 2009 with no (FC) truck failures.
- Installing the LubeCon system saved the plant \$61,758 the first year of service.

THE SOLUTION

- **Right product for the right application**
- **The chain lubrication system is monitored by a Castrol LubeCon Technical Sales representative, via monthly system inspections.**

CASE STUDY

YOUR ADVANTAGE IN AN INDUSTRIAL WORLD



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Conditions prior to LubeCon system

(FC) Trucks lost per month: 10

(FC) Truck cost: \$450

Man hours to replace (FC) truck: One man at \$50 per hour at 2 hours= \$100

Monthly costs: \$5,500

Yearly costs: \$66,000

Conditions after LubeCon system installation

(FC) Trucks lost during first year of service: 0

Equipment investment: \$3,037

Lubricant investment: \$1,204

Total investment: \$ 4,242

Total cost savings for first year \$ 61,758

Additional non-measurable savings

- Regular onsite Castrol technical support to ensure control of cost and program success.
- Data collection to identify potential process problems.

CASE STUDY

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