

MACHINERY MANUFACTURING (USA)

FIREARMS MANUFACTURING

Castrol Hysol® MB 50

SAVINGS: \$63,450, plus 50% fluid reduction



THE SITUATION

A rifle and handgun manufacturer for military and law enforcement agencies in a fast-paced environment, working 24/7, was experiencing short sump life and operator complaints of odor and skin irritation. Machinery residues were tenacious and the shop was a mess. Prior to moving into a new facility, fluid related issues had to be addressed.

BEFORE

- Using 350-400 gallons per month of competitor's soluble coolant
- Average sump life of 4-6 months
- Pump-outs created costly downtime of about 4 hours per week at \$100 per hour
- Fluid controls were inconsistent leading to shop odors, skin irritation, machine rusting and occasional foam.

AFTER

- Converted to Castrol Hysol MB 50
- Castrol implemented proper coolant management practices
- Cut usage and disposal by 50%
- Operator morale improved greatly as odors and residues eliminated

THE SOLUTION

- After a thorough plant survey, the Castrol team discovered the customer had poor housekeeping practices, no tramp oil removal, and inconsistent concentration controls.
- We gained confidence from the customer that we could offset the costs associated with improved delivery and system maintenance, by showing lower 'total cost of ownership.'
- We convinced the customer that the combination of a more forgiving metalworking fluid COMBINED with a simple management plan would allow them to maximize fluid performance while minimizing fluid costs.

• Hysol MB 50 replaces competitor to reduce usage by 50%!

• Eliminated costly downtime for weekly pump-outs

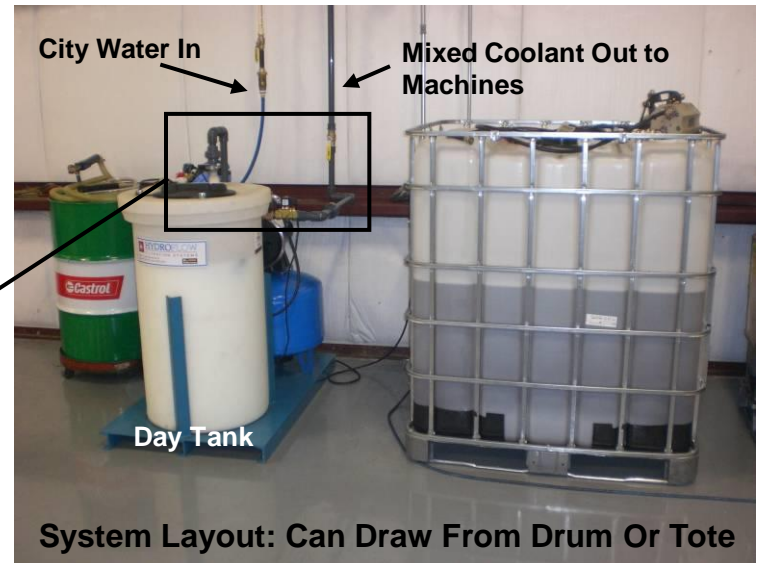
• Castrol Distributor Team helps customer implement new coolant delivery and management program.

IMPLEMENTATION

- Introduced versatile coolant, suitable for both aluminum and steel applications. A fluid that would be capable of providing tool life that was equal to or better than the competitor.
- Castrol distributor designed and installed a complete fluid delivery system to optimize the customer's maintenance processes.
- Helped the customer recognize the importance of regular tramp oil removal using skimming wheels and coalescers.
- Provided checklists to ensure concentrations were checked daily.
- Thorough training, created a new 'culture' for coolant management.
- Castrol and their distributor are now the go-to supplier for all metalworking applications.



Custom-designed Fluid Delivery System



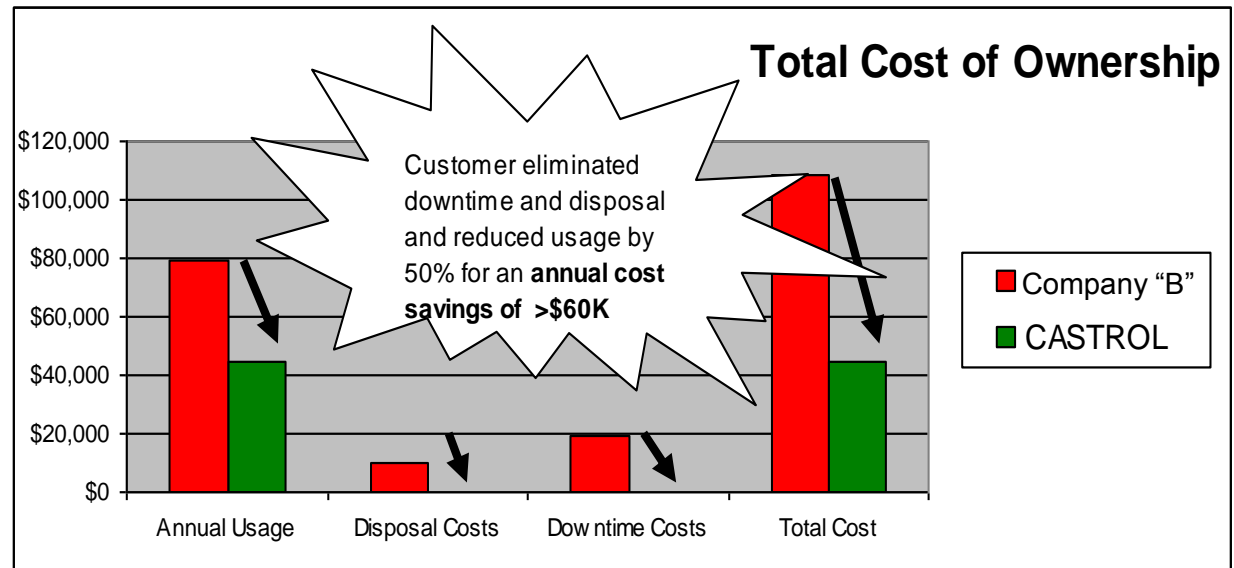
CONCLUSION

Given the opportunity to demonstrate how well a properly maintained Hysol MB 50 can perform, Castrol and their distributor were able to create a total “value” offer that provided a significant cost savings. A practical management approach coupled with a complete custom designed fluid delivery system resulted in an improved bottom line: Reduced fluid usage and disposal, consistent tool life and finishes, and an improved shop environment.

Total annual savings of more than \$60,000!

Fluid usage reduction of 50%!

“Coolant is coolant! I’m not sure how you can help me.”
- Maintenance Foreman
before Castrol



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