

Large Cost Reduction in Part Machining

MACHINERY MANUFACTURING (USA)

PUMP COMPONENT MACHINING

Castrol Syntilo® 9954

ANNUAL SAVINGS: \$206,042



THE SITUATION

A major, industrial equipment manufacturer was looking for potential ways to reduce their overall spend on some high cost operations. The customer was utilizing a competitor's full synthetic fluid for machining steel pump components. They were experiencing elevated fluid usage due to poor sump life and heavy coolant carryout.

BEFORE

- High priced, full synthetic from Company M
- Tool life – between 39 and 80 cycles, depending on tool type
- Elevated fluid usage
- High coolant loss through carryout
- Poor sump life

AFTER

- Castrol Syntilo 9954, full synthetic
- Reduced price by > 50%
- Increased tool life – between 60 and 110 cycles (28% avg increase)
- Reduced usage by more than 10%
- Reduced coolant carryout

THE SOLUTION

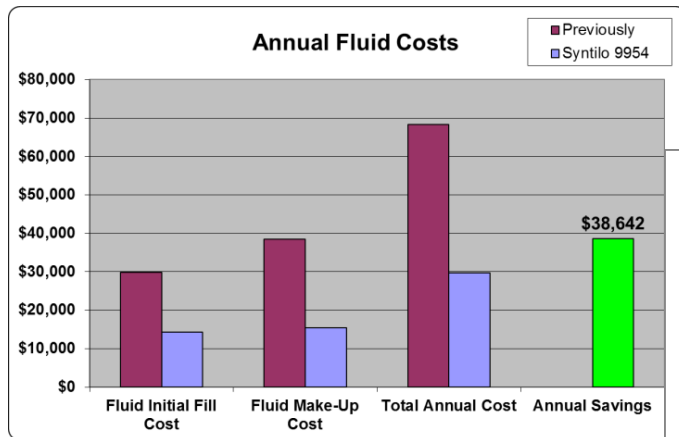
- Castrol representative worked with the customer to identify potential savings opportunities.
- The objective was to improve the coolant quality, while reducing usage/cost and extending system life.
- Castrol utilized best practice transfer from other customers running similar operations.
- Past experience and expert knowledge of machining yielded a beneficial solution for the customer.

- **Coolant usage reduction of about 10%**
- **Extended fluid life**
- **Average tool life improvement of 28%**

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RECOMMENDATIONS

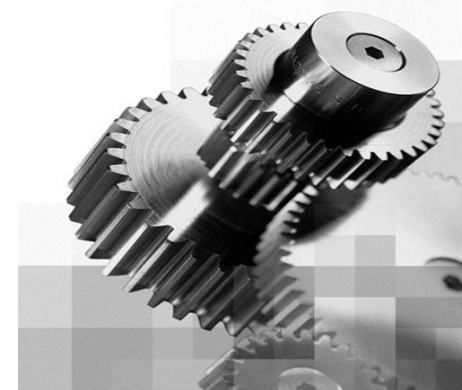
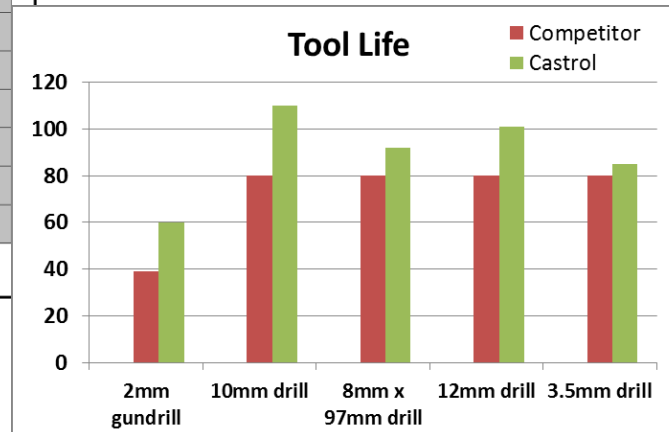
The proposal was made to convert the operations to a proven coolant that had provided other customers with similar improvements. The primary goal was to reduce the customer's total cost.



CONCLUSION

By utilizing Syntilo 9954 in their machining operations, the customer reduced their coolant usage by over 10%, extended sump life, eliminated foul odors and improved tool life by an average of 28%.

The total annual savings calculates to over \$206,000.



OTHER POTENTIAL APPLICATIONS

Syntilo 9954 has proven to be an extremely effective water-based coolant, capable of working in the most demanding applications, such as broaching operations previously done with neat oil. Castrol has used these experiences to improve cycle times, increase tool life, and improve operator working conditions at many customer facilities.

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