

Castrol Value Inside Calculator

Rockford Acromatic Semi-Synthetic MWF

Summary

- Customer was using Chemtool Nusol 22 High Performance but ran into supply issues. They needed to replace the coolant with a product that met, or exceeded, their current performance and could be reliably supplied.

Action

- Castrol conducted a site survey of the application and concluded that **Castrol's Hysol MB 50** was the right fit for their applications
- A trial head-to-head trial was conducted with the Chemtool Nusol 22 High Performance, 2 competitive products and the **Hysol MB 50**

Results

- The **Hysol MB 50** outperformed all of the tested products (per customer evaluation)
- Operating concentrations were reduced from 10.15% to 6%. **A savings of over 40% in concentrate usage**
- Cleanliness of the machine increased significantly, **increasing operator visibility**
- Oil splitting capability was increased, **increasing effectiveness of oil skimmers**
- Tool life / Productivity metrics were met at lower operating concentrations, **decreasing overall coolant usage**
- Foam was observed on some competitive products, but not on the **Hysol MB 50. Eliminating risk of accidental overflow and increased usage.**
- By transitioning to Castrol and MSC, **coolant supply concerns were eliminated**
- The also customer a requested a supplier that can support their growth as a company. **MSC & Castrol have a track record of providing education, training, best practices, and process improvement suggestions to help their customers be as efficient as possible**

Contacts

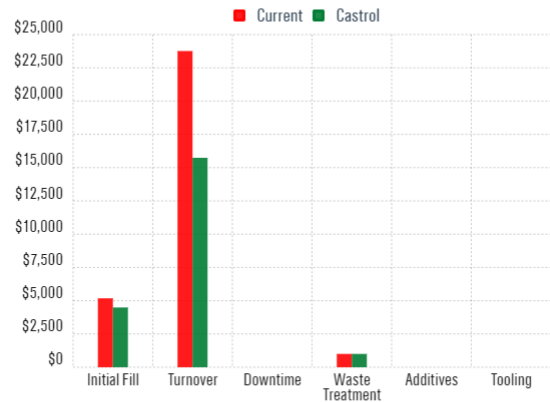
- Distributor Rep – Lisa Mortimer
- Distributor Specialist – Bill Hoefle
- Castrol Rep – Mike Walsh
- Castrol Engineer – Brent Morgan



Cutting & Grinding

Total Savings: \$9,066

Annual Cost Breakdown



	Current	Castrol	Savings
Total	\$30,826	\$21,760	\$9,066
Initial Fill	\$5,179	\$4,490	\$689
Turnover	\$24,647	\$16,270	\$8,377
Downtime	\$0	\$0	\$0
Waste Treatment	\$1,000	\$1,000	\$0
Additives	\$0	\$0	\$0
Tooling	\$0	\$0	\$0

Privacy Statement

Additionally, Castrol provided our **"Pay for Performance, Not Water"** offer and provide free material for testing and a full conversion of all the machines in their shop.

The free material included...
2 pails of Techniclean MP Flex
3 pails of Hysol MB 50
5 Drums of Hysol MB 50

This free product is valued at \$7,000+

(This savings is in addition to the process savings outlined in the above chart)

Even at a higher price point, Castrol & MSC were able to provide the customer with significant savings

Total Savings

**\$9,066 in process savings
+ \$7,000 in free product**

\$16,066 in total savings

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