

# FOCUS ON ENGINE MANUFACTURING

YOUR ADVANTAGE IN AN INDUSTRIAL WORLD



# LET'S TALK ABOUT YOUR BUSINESS

**Growing global output.** Global production is set to grow 20% between 2005 and 2012, to approximately 80 million units per annum.

**Cost and productivity.** Strong market pressures to reduce overall costs with a relentless quest to improve productivity and efficiency.

**Quality and consistency is paramount.** There is a need to be able to manufacture to consistently high standards and fine tolerances. The costs of scrap and recall can be very damaging.

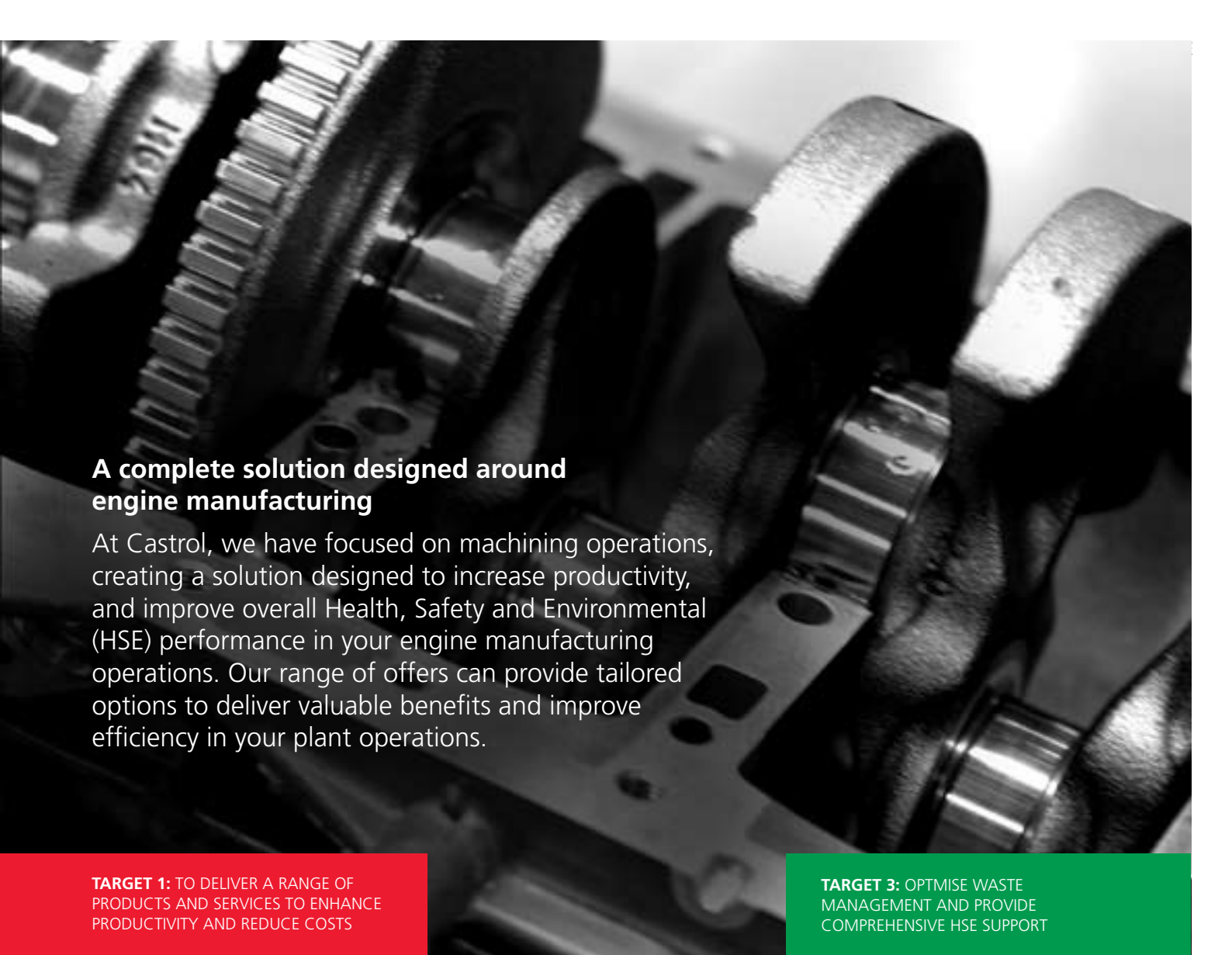
**Move to outsourcing.** Increased use of outsource suppliers, especially in camshafts and connecting rods.

**Supplier streamlining.** Choice and use of suppliers is key. Streamlining your supplier portfolio is likely to reap benefits and help reduce complexity in your organisation.

**Health, Safety and Environmental (HSE) commitments.** There is mounting pressure to improve environmental performance and compliance and there is an increased focus on waste reduction and recycling.

**Common platforms.** Creating a standard model in your business is critical to ensuring production efficiency.

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## A complete solution designed around engine manufacturing

At Castrol, we have focused on machining operations, creating a solution designed to increase productivity, and improve overall Health, Safety and Environmental (HSE) performance in your engine manufacturing operations. Our range of offers can provide tailored options to deliver valuable benefits and improve efficiency in your plant operations.

### TARGET 1: TO DELIVER A RANGE OF PRODUCTS AND SERVICES TO ENHANCE PRODUCTIVITY AND REDUCE COSTS

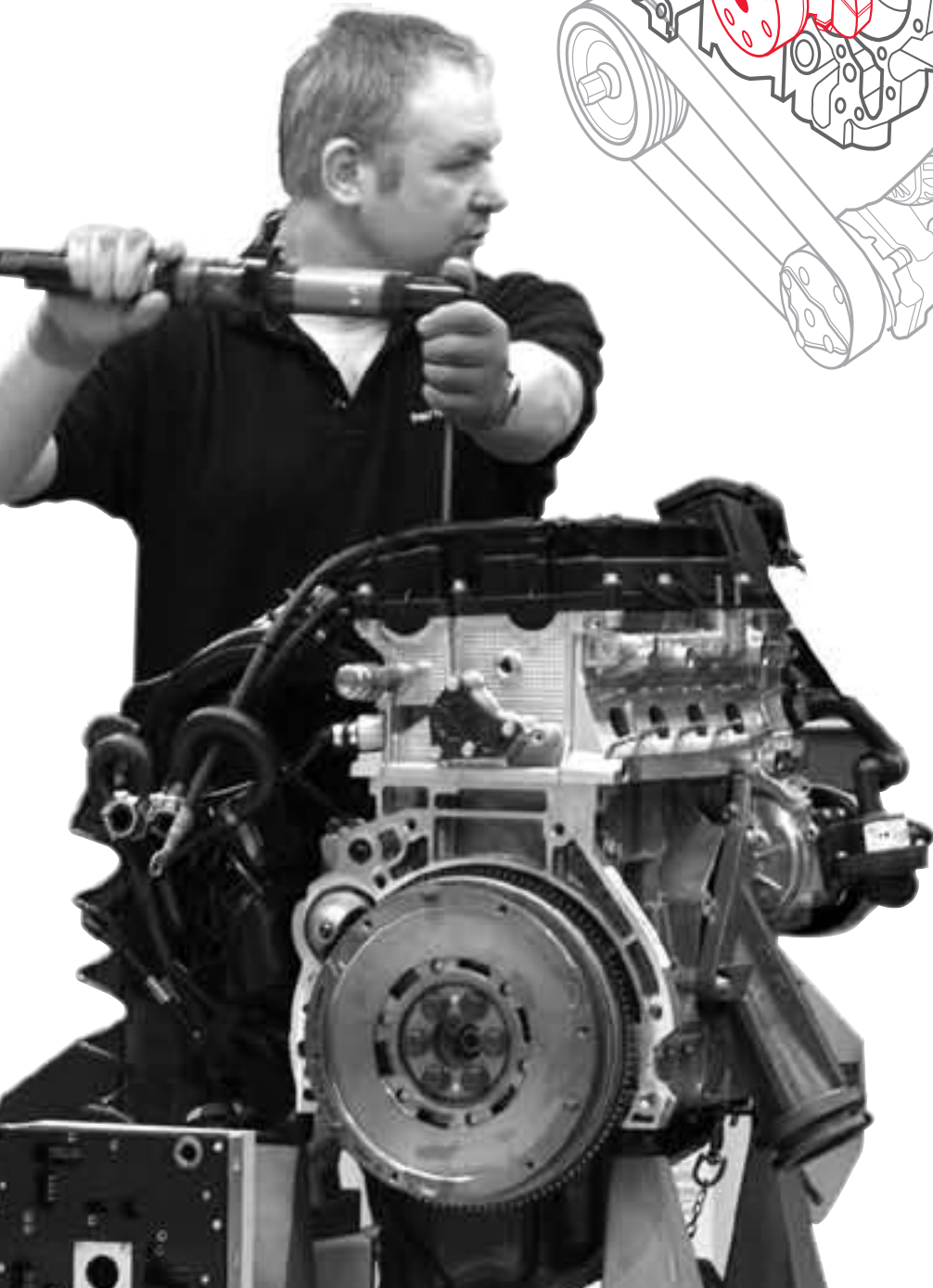
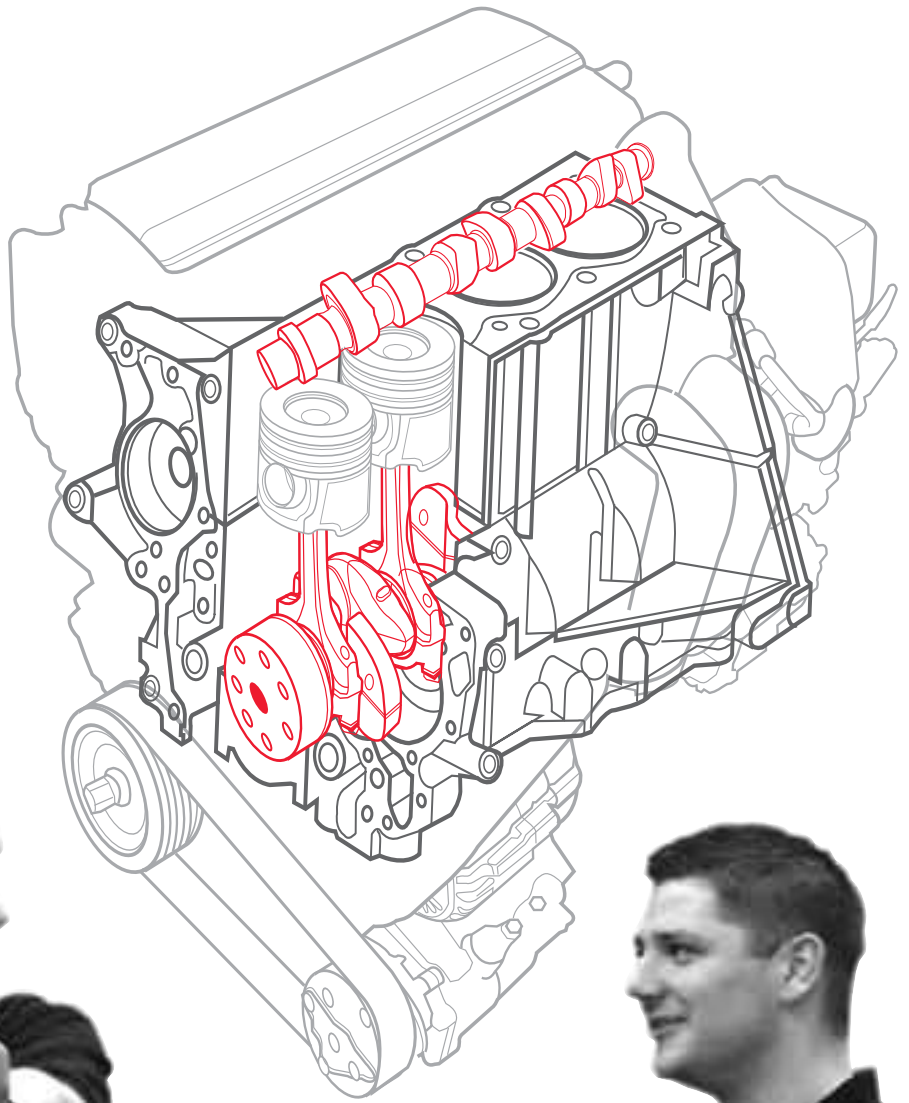
- We will recommend the right lubricants for all your manufacturing processes based on our extensive application knowledge.
- We will provide Machine Tool Manufacturers and OEM endorsed products to mitigate risks of product testing and change out.
- Our Machining Test Centres will be made available to simulate your operation and directly compare lubricant performance to minimise your risk and enhance your ability to evaluate and compare metalworking fluids for your operations.
- We deliver steady state, consistent performance of metalworking fluids and lubricants, with scheduled monitoring of large central systems.
- We provide new and unique monitoring capability with Castrol System<sup>RT</sup> – bringing technology to life by monitoring metalworking fluids in real time to optimise consistent fluid performance.
- We review and base line your current equipment operations and provide recommendations to improve performance.

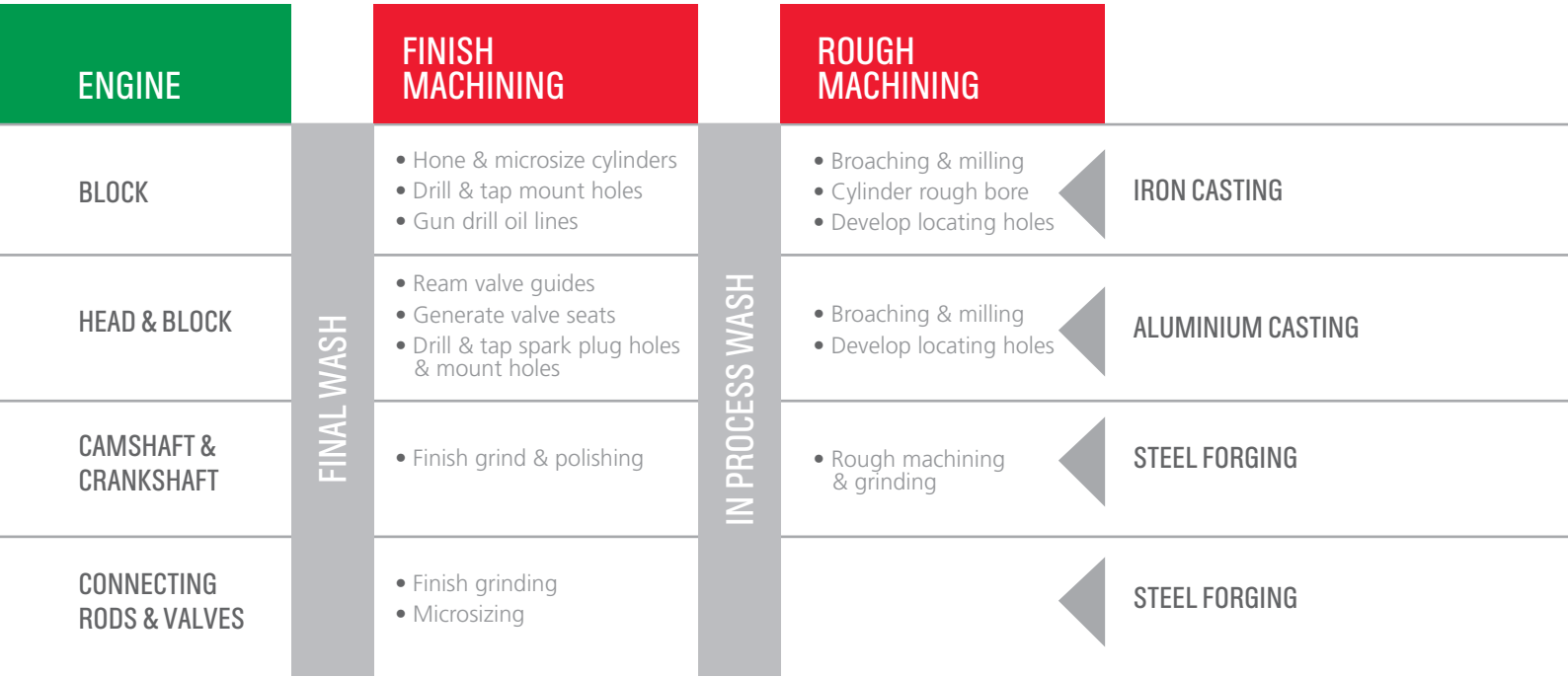
### TARGET 2: A GLOBALLY CONSISTENT COMPLETE RANGE OF PRODUCTS FOR ALL YOUR LUBRICATION NEEDS

- We can help you transfer best practice globally to provide consistency in implementing process improvements and cost reductions across every location.
- Using our global knowledge network, we can ensure best practice transfer and be your global partner.

### TARGET 3: OPTIMISE WASTE MANAGEMENT AND PROVIDE COMPREHENSIVE HSE SUPPORT

- We will recommend and supply products to meet stringent legislative requirements.
- Working closely together, we will reduce waste stream costs by establishing and monitoring critical fluid control parameters and recycling fluids through dedicated on-site reconditioning equipment.
- Recommend new product technologies that reduce environmental impact, for example, Volatile Organic Compounds (VOC) and waste streams.
- We will recommend compatible metalworking fluids and lubricants for the total manufacturing process.
- Our customised service package to monitor critical fluid parameters will minimise lubricant related downtime, optimise chemical usage and provide consistent product performance.





# WHAT SETS US APART IN YOUR PROCESS?

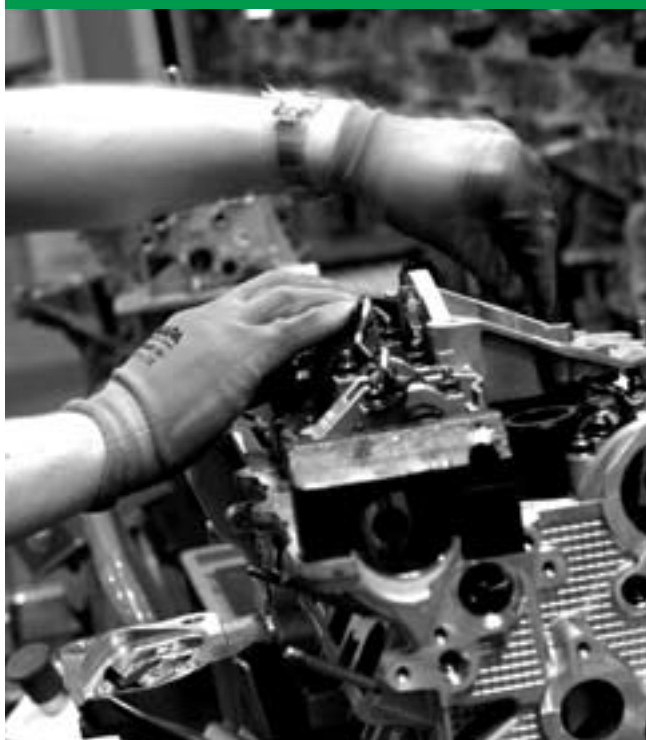
- We have global manufacturing capabilities providing consistent quality products to enable you to achieve common manufacturing across all your facilities.
- We offer you the most appropriate product portfolio from our complete range of leading metalworking fluids and lubricants to create real performance improvements through your entire manufacturing process.
- We have a set of offers which bring you the right products for the right application along with comprehensive services and support tailored to your business.
- Through our global OEM relationships we can assist with engineering projects to ensure we conform to your approvals and that products have any required OEM endorsements.
- We have documented process improvements resulting in cost savings for our customers.
- Our application expertise provides outstanding technical and engineering problem solving, from a highly responsive team.
- Our Machining Centres allow you to conduct short product evaluations mitigating risks at product changeout.

**FOCUS ON ENGINE MANUFACTURING**

# WHAT MAKES CASTROL'S FOCUSED OFFER **UNIQUE**

## > FOCUS ON PROVEN SUCCESS

*A diesel engine manufacturer was experiencing short head line metalworking fluid life and heavy additive usage. Using Castrol Cleardge 6510, metalworking fluid life was extended and additive use was eliminated, saving \$44,000 annually.*





In every market, every sector is different. And in every sector, every customer is different.

That is why we have focused our world-leading industrial metalworking fluid and lubricant expertise to create a set of solutions tailored to your specific industrial needs. But more than that, we refine and enhance our offer even further, to meet your unique needs individually. We do this because we know that to make the biggest impact on your productivity, your efficiency and your product quality, we must create the one solution which is absolutely right for you.

### A range of choices

#### **Castrol ProductSolutions**

Delivering the best combination of metalworking fluids, lubricants, corrosion preventives and cleaners, with the right level of service and support.

#### **Castrol TechService**

Our full Castrol ProductSolutions, plus a range of advanced technical services including application support, performance surveys, laboratory analysis, system equipment, filtration programs and process troubleshooting.

#### **Castrol SystemCare**

Sophisticated metalworking fluid management with real time system monitoring using Castrol System<sup>RT</sup>, – our unique technology that advances system productivity, prolongs metalworking fluid life and improves performance.

#### **Castrol Complete<sup>CMS</sup>**

A comprehensive solution, including full product and process optimisation, waste minimisation programmes, and intensive management of metalworking fluids to deliver continuous improvement and documented cost reduction.

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Legal entity  
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Email ...

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