

THE QUICK GUIDE TO GETTING A NATURAL ADVANTAGE IN VALUE



THE CHALLENGE

Cost is always a crucial factor when it comes to business. But often the bigger picture of Total Cost of Ownership is overlooked for the cheapest product that ticks the box for meeting performance requirements. This means that manufacturers are frequently missing out on the broader benefits of enhanced performance and a more positive working environment that the right neat cutting oil can provide.

THE ISSUE

As the manufacturing industry looks to cut costs, short-term savings are often implemented. With tight budgets, any purchasing decisions need to be carefully considered and proven to deliver a return on investment. Because cutting oils are a commodity component they are often an area looked at to make a fast reduction in cost, as long as the levels of performance are met upfront. But the benefits of looking at the wider whole-life cost for cutting oils can include improved up-time, productivity, tool life and cleanliness.

“END-USERS REPORTED THAT CASTROL PERFORMANCE BIO NC FLUIDS HAVE BETTER PERFORMANCE THAN TRADITIONAL MINERAL NEAT OILS.”

THE SOLUTION

Castrol Performance Bio NC fluids help deliver long-term value in certain business benefits over products with a lower unit cost that may deliver short term savings but at a cost to long term performance benefits.

In-house testing supported by a series of customer trials strongly suggests that these next generation plant-based oils have reduced many of the in-use issues often associated with traditional mineral oils and existing plant-based products.

End-users reported that Castrol Performance Bio NC fluids have better performance than traditional mineral neat oils. This has resulted in longer tool life and better surface quality** - therefore tooling costs and reject rates have been reduced.

Similarly, tests showed that Castrol's new technology can offer up to 50 percent improved oxidation stability when benchmarked against competitive plant-based products of a comparable grade and viscosity*.

Customers also found that using a lower viscosity Performance Bio NC fluid helped to reduce consumption, cutting the compromise when it comes to flash point and lubrication properties.** Observations regarding lower smoke and mist generation were cited too, allowing higher speed and feed rates and therefore improving productivity.**

All this adds up to increased machine-tool availability and reliability leading to lower running costs.

Get your natural advantage in value.

PERFORMANCE BIO GET A NATURAL ADVANTAGE

This quick guide is part of a trilogy. To find out about performance and safety, download our other Performance Bio NC quick guides in the series.
www.naturaladvantage.castrol.com

* Performance Bio NC cutting fluids were tested using standard industry methodology to assess the oxidation stability of each grade in the range against existing Castrol and competitive mineral and ester-based products of a similar grade and viscosity.

**Based on feedback received from Castrol customers in the USA using Performance Bio NC fluids.

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.

