



SMARTGAINS + + +™

CASTROL ALPHASYN PG 150 LUBRICANT SAVES DISTRIBUTOR ESTIMATED \$4.3K FOR FIRST-FILL AND \$28.9K OVER PREDICTED VESSEL LIFE

How technical SmartGains support from a Castrol Engineer led to a lubrication solution that improved logistics, costs and product availability.



THE PROBLEM: EXPENSIVE, SCARCE SYNTHETIC PAG LUBRICANT

Castrol's UK Distributor, Williams Shipping, has a high-profile customer with a new-build ship. The vessel's remit is to operate in extreme conditions found in the southern oceans and Antarctica, which are highly environmentally-sensitive areas. This ship is as complex, if not more so, than any warship – let alone a typical merchant vessel – and operates in a harsh environment where achieving exceptional system/equipment reliability and availability is crucial. The vessel has thruster motor components supplied by multiple OEMs and the recommended lubricant was an ISO 68 VG PAG. This product was difficult and relatively expensive for Williams Shipping to source.

THE CASTROL SOLUTION: OEM-APPROVED SMARTGAINS ALPHASYN PG 150

Our engineer liaised with the OEMs to gain approval for the use of our Alphasyn PG 150 in this application. It is now the recommended and supplied solution.

THE RESULTS: SAVINGS OF \$28.9K OVER THE VESSEL'S 20-YEAR LIFESPAN

Williams Shipping sourced Alphasyn PG 150 – a suitable and readily available product – at agreed rates with Castrol. Castrol's Technical Support to Williams Shipping and the OEMs is the added value element that underpins our SmartGains concept and demonstrates why we are more than just a lubricants supplier. This solution has reduced Williams' shipping costs for this application first-fill by an estimated \$2.73k (based on typical prices for the recommended lubricant). OEM guidelines specify that lubricant should be changed out every two years, which means that over a 20-year vessel life this solution could realise reduced costs of nearly \$28k for Williams Shipping, alongside a significant saving for their customer.



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



THE FIGURES: SMARTGAINS ACHIEVED

SMARTGAINS AREA	SAVINGS	COST TO CUSTOMER TO IMPLEMENT CHANGE	CREATED VALUE PER YEAR
••• Castrol Alphasyn PG 150 v ISO 68 PAG. 1st Fills	Castrol Alphasyn PG 150 200L @ \$5.85 = \$1,170 v ISO 68 PAG 200L @ \$19.5 = \$3900	\$1,170	\$2,730
••• 2-Yearly lubricant changes through 20-year vessel life	9 x \$2,730 Savings	N/A	\$24,570
••• Technical Services Engineer's liaison with multiple OEMs & end user to get approval for Castrol product	8 hours @ \$200/hour = \$1,600	N/A	\$1,600
SMARTGAINS Total			\$28,900

••• Estimates verified with the customer •• Credible assumptions based on market knowledge • Estimated mitigated costs, risk, or created value.
Based on a case study from a single customer. SmartGain results can vary depending upon the type of equipment used, its maintenance, operating conditions, and any prior lubricant used.
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Discover how Castrol could reduce your costs and help accelerate your growth with our SmartGains methodology.

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