

Case Study

Bearings



Summary



Industry:	Food and Drink
Application:	Industrial lubricants
Actual Saving:	£
Payback Period:	



Castrol Lubricants Deliver Product Protection

Direct supply from Castrol reduces supply leadtimes

ISSUE

The H J Heinz factory at Westwick produces the Aunt Bessies frozen potato range of products and for many years have been purchasing Shell food grade lubricants from a local competitor.

Following the introductory launch of Castrol products and services to ERIKS the customer was identified as a potential sales opportunity.

SOLUTION

A meeting was arranged to present the Castrol range of food industry lubricants and services and following a positive response from Heinz was quickly followed-up with a fully costed proposal.

The proposal included the provision of a site lubrication survey carried out by Castrol on behalf of ERIKS.

OTHER BENEFITS

- High quality fully approved food industry products provides confidence to the product performance in both customer equipment protection and product protection.
- Supplied directly by an authorised Castrol distributor not through intermediary, allowing shorter lead times

FURTHER COMMENTS...

The lubricant business gained with direct support from Castrol has enhanced ERIKS reputation with Heinz and has led to the opportunity to both manage the oil stores and supply spill kits to site.

MORE INFORMATION

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know-how makes the difference

