



Summary



Industry:	Printing and Publishing
Application:	Gearbox Lubricant for Printing Presses
Actual Saving:	£6,000
Payback Period:	



Lubrication Know-How Reduces Costs

Comparative test reports solve customer issues

ISSUE

During 2010 and 2011 one of our customers became concerned with the increasing purchase price of Mobil Glygoyle 22 - their main lubricant spend. This product is an OEM recommended product for their production equipment and due to the long lead-times for one of the Flender gearboxes utilised our customer is extremely cautious over any change.

SOLUTION

Working in partnership with Millers Oil we recommended a more cost effective alternative to the Mobil product. The customer was concerned that our recommendation would not perform equally to the Mobil Glygoyle 22 therefore at ERIKS request, comprehensive comparative testing was carried out by Millers Oils in-house laboratory in order to provide our customer confidence over this change.

The test data was subsequently presented to our customer and on the basis of this information agreed to change. To date the change has been a complete success with savings realised without compromise of equipment reliability.

OTHER BENEFITS

- Reduced purchase cost
- Reliable supply
- Technical support

FURTHER COMMENTS...

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MORE INFORMATION

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know-how makes the difference

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