

CASE STUDY

LUBSOIL® FOOD GRADE OILS (VARIOUS)

Large food processing facility – Midwestern United States
Hydraulic Systems, Refrigeration Systems, Gear applications, Compressor systems

APPLICATIONS & CHALLENGES

Tulco Oils had been meeting routinely with operations personnel at a premier \$200M facility processing approximately 5,000 cattle weekly. Staff expressed interest in a direct partnership with a lubricants manufacturer who could offer premium fluids as well as comprehensive oil analysis, in-plant training and fluid education for staff, fluid identification by application type, all while providing more responsive communication. The current lubricants distributor was simply delivering oil.

ACTIONS TAKEN

Tulco staff met with dozens of staff and managers to get as much information about equipment performance, lubrication procedures, and operational inefficiencies as possible. Tulco technical staff performed a full plant analysis examining each piece of equipment noting operating temperatures of machines and fluids, inspecting for water in existing fluid, and identifying proper fluid type and viscosity by application. Tulco spent several weeks performing independent oil analysis on all existing fluids. Tulco staff prepared a detailed and specific plan to increase efficiencies through explicit equipment maintenance.

TULCO OILS LUBSOIL® SOLUTION

After the comprehensive investigations, the processing facility was upgraded to Lubsoil® food grade hydraulic fluids, Lubsoil® synthetic food grade gear oils, Lubsoil® Synthetic R&O fluids, Lubsoil® food grade mineral oils, Lubsoil® synthetic compressor oil, and Lubsoil® Lubside Ammonia Compressor fluids. The fluids are delivered in 5-gallon pails, 55-gallon drums, and/or 330-gallon bulk totes. Operations and purchasing staff are contacted weekly to determine facility needs and a routine delivery schedule is in place.

A procedural oil analysis program was created to determine fluid condition and sustain proper equipment performance. In order to increase productivity, safeguards, and operational compliance, Tulco created more than 1,000 unique Lubsoil® product identification tags for every lubrication point in the facility. In addition, an in-plant lubrication training program was created and scheduled to keep staff current with proper oil handling practices and procedures, interpreting laboratory oil analysis reports, and food equipment safety regulations.

RESULTS

Six major lubricant brands were consolidated to Lubsoil® designed lubricants. Tulco's Lubsoil® solutions reduced annual lubricant expenses by 22-28%. Facility safety and compliance was elevated through the proper specification of fluid type and viscosity as well as the equipment tagging and labelling program. The ongoing oil analysis partnership has enabled predictable maintenance which has minimized equipment downtime. Lubsoil® compressor fluids decreased operating temperatures of all compressors. Lowering the temperatures of this essential equipment has extended maintenance intervals, decreased energy consumption, and increased equipment life. In the words of the customer, "our experience with Tulco Oils has been great. The Lubsoil® products continue to prove themselves and routinely meet the needs and demands of our facility. Thank you to the whole team at Tulco Oils."

