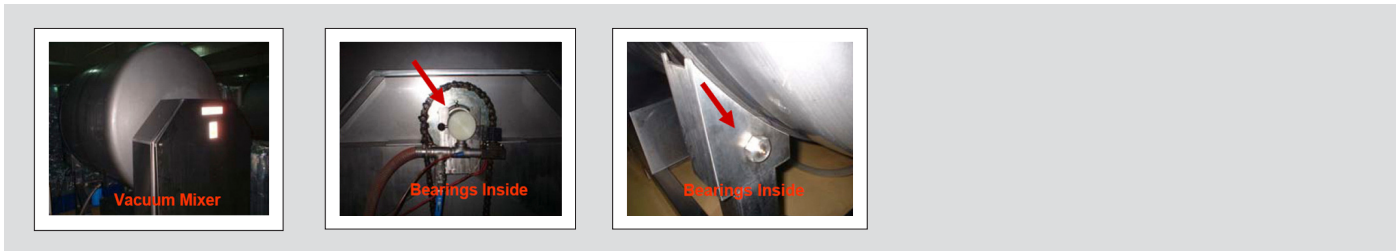


# Premalube Food Grade

MEGA DISTRIBUTORS

## CASE STUDY



Type of Business	Food Processing
City	San Fernando, Pampanga
Country	Philippines
Sales Representative	Rod U.Arellano
Marketing Manager	Ruel Aquino

Brand	Cost of bearings	Cost of labor	Cost of production	# of units	TOTAL COST
Premalube FG	\$28 per unit	\$19 per day	N/A	9	\$423*
Shell Cassida	\$28 per unit	\$19 per day	\$6,095 per day/unit	9	\$6,518*

A(Premalube FG) @\$28 bearings cost x 9 + \$171 labor cost = \$423.00

B(Cassida) @\$28 bearing cost x 9 + \$ 171.00 labor cost + \$ 6,095 production loss/day (1 unit) =\$6,518

### PROBLEM

<p>Premature wear on ball bearings of Vacuum mixers</p> <p>Pampanga's Best is one of the largest producers of processed meat in the Philippines. The bearings in the vacuum mixers— the equipment that mix the meat and ingredients to a uniform color and consistency were experiencing premature wear on bearings due to vibration, heavy load and wash down chemicals. They have 9 units of vacuum mixer; each unit can handle 1,600kg of processed meat per day. Before using Premalube FG, the bearings in these machines last only for 2 months and need to be replaced due to grease washout, rust and corrosion that lead to costly shutdown that amounted to \$ 6,095 per day on production loss, \$28 for bearing replacement and \$19 on labor cost on 1 unit alone.</p> <p>After using Premalube FG in August 2007, the grease stayed in place during wash down cleaning preventing rust and corrosion. Since that day they haven't replaced any single bearings. The greasing interval also diminished from once a day to every 15 days!</p>
---

**Savings: \$6,518.00-\$423.00 = \$6,095.00**

" The shift from Shell Cassida to Premalube FG is a very wise decision. Now, I don't experienced any bearing failure in our vacuum mixers." Engineer Rudy del Rosario, Maintenance Supervisor 0906- 5189764

### MEGA DISTRIBUTORS

PO Box 10185 Phone: 09 473 6505  
 North Shore Mail Centre Fax: 09 473 6501  
 Auckland 0745 Email: sales@mantek.co.nz

[www.megadistributors.co.nz](http://www.megadistributors.co.nz)

