Lubemaster Case Study



Type of Business: Street Lamps Manufacturer Marketing Manager: Simon Ong

City: Puchong, Selangor D.E.

Country: MALAYSIA

Sales Rep: K.C Leong

Case Study

PROBLEM:

Premalube Heat Shield

High costs of high temperature grease for spray booth

Prior to Premalube Heat Shield, this manufacturer was using a competitor's high temperature grease to lubricate the bearings on the conveyors of the spray booth for many years. While the customer understands the tremendous value of using high quality grease, they are always on the lookout for other similar quality grease but is more cost effective. After using Premalube Heat Shield, they conclude that Premalube Heat Shield is high quality and more economical. They've saved up to 20% on the grease cost.

The customer finds that Premalube Heat Shield is an excellent grease that is equivalent to other premium lubricants quality wise but at much lower cost.



Spray Booth



Spray Booth Conveyor

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