

# SUCCESS *Story*

ENERGY



## Preslia GT 46



### CUSTOMER PRESENTATION

- A German electric utilities company
- Supplies electricity to more than 20 million customers
- Supplies gas 10 million customers

### PRODUCT APPLICATION

Our clients have been experiencing oxidation and varnishing issues with their turbine oil and have been looking at ways to improve this by using a higher specification grade until the full drain takes place in 2019. Total UK presented their Preslia GT 46, which would offer better ant oxidation properties and improve the varnishing issue.



### CUSTOMER REQUEST

- To assist them identify a better turbine oil
- Provide better anti-oxidation properties
- Reduce varnishing

### TOTAL SOLUTION / PROPOSAL

We provided a turbine oil lubrication training covering all aspects of our turbine oil range, presenting the benefits that Preslia GT 46 would bring vs Preslia 46.

### RESULTS AND CUSTOMER BENEFITS

Our Client decided to upgrade to the Preslia GT 46 sweetening by 10-20%. The current turbine oil in the system Meeting higher RPVOT specification, Preslia GT will perform better offering better oxidation stability.