

SUCCESS Story



METALWORKING

Lubrilam S 40L



CUSTOMER PRESENTATION

- A producer of aluminium products with interests in construction, transport, industrial and packaging sectors.
- Leading producer of lithographic aluminum strip with a purpose built, state of the art rolling mill and stretch leveling line.
- Specialised experience in hot and cold aluminum rolling, annealing and leveling.

PRODUCT APPLICATION

In 2016, our customer ordered 130MT of Lubrilam S 40L for the start up of this new line. The new rolling mill was supplied by MINO. The Lubrilam S 40L is going to be used in the rolling process to facilitate the decrease of the aluminium coil thickness from 3mm down to 0.1mm



CUSTOMER REQUEST

Our customer wanted to find a supplier who could offer:

- High quality rolling oil
- Quick deliveries
- Technical Support on site
- Rolling Oil Condition Monitoring

TOTAL SOLUTION / PROPOSAL

We proposed the Lubrilam S 40L as an equivalent product of the Somentor 34 offering:

Quick delivery time – One working day from collection at Oudalle. Total UK also offered 2 x telemetry units in order to control oil level and optimise deliveries

Strong technical support – Sharing our Group's experience within the Aluminum Rolling Industry in Europe

Excellent service and commercial relationship

RESULTS AND CUSTOMER BENEFITS

Our customer has been working with their previous supplier regarding to the rolling oil supply for the last 25 years. Both procurement team and engineering managers were very pleased to experience a great technical support from Total UK (technical visits with Total UK Field Engineers and Total France Metalworking team, ANAC INDUS), fast deliveries and a competitive commercial offer.