



Growing your sales of lubricants, requires knowledge about applications for lubricants. TOTAL Lubricants USA, helps you recognize new opportunities for selling our products. Below are a number of key points on food manufacturing, tissue paper production and tool grinding.

Do not hesitate to share this knowledge and forward our newsletter to other interested parties in your company. Send us their contact info and we will add them to our e-mail distribution list. Please be sure to include their full name, email, phone number, fax number and mailing address.

Large Volume Opportunities for “White Oils”

Food industry processes, and tissue paper manufacturing, sometimes require “white oils”, in large volume. These oils must be **NSF H1 or 3H registered**, and not fortified with any type of additives. Examples of such applications include, lubrication of dough separators, and release applications to prevent food products from sticking to conveyors. For the food manufacturing examples, and similar situations, the oil is required to have a 3H rating, (the same as food ingredients). Tissue paper manufacturing typically requires a release lubricant, to prevent to tissue paper from sticking to drums and to lubricate paper slitting mechanisms. **The annual consumption of white oil, for these applications, is often large. Thousands of gallons per plant, per year, of consumption are common.**

TOTAL Lubricants USA offers the necessary support to sell large volumes of white oils.

To reduce inventory management and logistical issues, we will deliver white oil in drums and tote bins, directly to your customer. This business is very price competitive. Besides the added new business, selling white oils is part of a strategy to eliminate your competition. Contact me to discuss any opportunities we can pursue.



Tool and Carbide Grinding Applications

Many of your customers sharpen tools used for metal or wood cutting applications. These tools are made from carbide or have a carbide cutting edge attached to steel. Carbide tools are sharpened using a diamond coated grinding wheel. To enhance the performance of the grinding wheel and improve surface finish, a water diluted coolant is sprayed or misted. The coolant reduces the temperature of the grinding wheel and work-piece, keeps the grinding wheel clean, and provides rust protection. The techniques for sharpening woodworking saws and tools are similar.

At TOTAL we offer a variety of metalworking coolants. For the sharpening application, discussed above, our VUSOL 2505 S is a good choice.

Our metalworking brochure includes a large selection of metalworking fluids for our distributors and their customers. TOTAL metalworking fluids are available in 5 gallon pail and 55 gallon containers.

