

New collaboration for greater sustainability and customer benefits in the lubricant area

To effectively prolong the lifetime of lubricants, and further improve sustainability in the lubricant area, two strong market players are now joining forces. FUCHS, one of the world's leading lubricant producers, and C.C.JENSEN, the global leader in oil maintenance, will together maximise sustainability of the lubricants already used in industry.



Even though sustainability and customer benefit are the shared keys to this collaboration, sustainability work is complex and must include the entire process and value chain; from raw materials and production to end-customers' use of the products, and handling of obsolete products. By helping to reduce their customers' climate carbon footprint, the two companies also contribute to reducing their own impact.

"A shared customer actually provides the basis for this collaboration, by revealing a new dimension of the customer benefit and sustainability that arises in the interaction between our products," says Nicklas Gustafsson, Sales Director Industry Sweden, FUCHS.





"Our core activity is to prolong the lifetime of oil, and we found it attractive that FUCHS wants to optimise the use of its oil, and not just sell as much as possible," says Jens Vesterlund, CEO of C.C.JENSEN Sweden. "We could see long-term benefits from their sustainability work."

"Sustainability lies in durability," says Nicklas Gustafsson. "We know that today, many people replace oil long before this is necessary, but our lubricants are tougher than many would think. This collaboration means that we can make some of the market's most effective oils today even more sustainable."

This concerns super-effective offline oil filter solutions that eliminate particles, water, acidity and oil degradation/oxidation in hydraulic oil, lubrication oil, gear oil, diesel fuel, etc. The benefits are obvious for anyone in the industry using oil that wears out, but also for mining and in other challenging environments exposed to the risk of heavy contamination of the oil. Oil filtration with unmatched dirt holding capacity, giving extremely clean oil. The oil filtration process is based on sustainable natural products such as cellulose or cotton linter (and does not contain plastic, metals, or chemicals).

"Particles have an incredibly great impact on the oil's lifetime, in the form of wear, and have a catalytic effect on oil degradation, so that removing them from the oil will increase its lifetime considerably. The oil is almost as good as new after this process," says Jens Vesterlund. "In principle, the oil never needs to be changed, since it is cleaned so well."

Previously, the customers' focus was mostly on the money to be saved from not having to change the oil, but now the sustainability perspective has also won ground and gained priority. There are a lot of gains to be made. Besides carbon reduction, both the amount of waste oil and the need to replace spare parts and for transport are reduced when both oil and machine components last longer. A list of easy gains for companies to include in their sustainability reporting.

"One major advantage is that together we can help our customers achieve a vastly improved and more predictable process, with longer maintenance intervals. We can really make a difference," says Nicklas Gustafsson.

"Predictability means that the customer has full control of the oil and can plan any stoppages," says Jens Vesterlund. "Today, we can analyse the oil flow directly, and we know when and what we need to add or remove, and we don't even have to stop production processes for cleaning."

"It's fantastic to be able to discuss filtration techniques with people who really understand oil. The next optimal step for sustainability is circular flow," says Nicklas Gustafsson. "We've already begun to discuss a number of circular ideas, so that going forward, we can also present achievable solutions in this respect."

For customers, this collaboration also presents new opportunities for tailored solutions or product or service recommendations, as required. There are also training opportunities regarding sustainability, energy savings, optimising value, and maximising lifetime.

Read more about C.C.JENSEN A/S: <https://www.cjc.dk/se/>

Read more about FUCHS Lubricants: <https://www.FUCHS.com/se/sv/>