

If you're currently doing fluid analysis, you're receiving test results and recommendations for taking maintenance action. But if you're also finding it difficult to take that action, document the money and equipment it's saving you and realize the full return on your fluid analysis investment, talk to us - we can help.

The Field Support Team has what you need to take your fluid analysis program to the next level - to move you beyond reacting to individual reports and onto changing your maintenance strategies to improve your bottom line and increase uptime.

Our Technical Business Consultants are experts at uncovering the value you can receive from a well-planned, well-organized fluid analysis program that is about more than testing and fast results - about more than a notebook full of reports.

We hold ourselves accountable to our customers for identifying ways they can increase equipment reliability and maximize productivity and at the same time improve efficiency, reduce maintenance costs and document the cost savings for management. To us, it's not just fluid analysis-here's what we do with it.

Equipment List Management: Establish and maintain accurate sample information

Increase the value of your analysis and maintenance recommendations by letting us help you organize and document an accurate and complete list of the equipment you need to test so that you can:

- Eliminate duplicate unit registrations
- Identify correct unit manufacturers and model numbers
- Identify correct lubricant manufacturers, types & grades by unit
- Identify correct filtration information and sump capacities
- Designate appropriate sampling schedules

Program Reviews/Program Enrichments: Identify a course of action

Our field service engineers will review where your fluid analysis program is, learn where you want it to be and help you identify what it will take to get you there by reviewing with your maintenance team:

- Sample severities
- Contamination trends
- Lubrication trends
- Recommended disassemblies and inspections
- Sample information
- Turnaround time
- Sample Volume



Program Assessments: Affect change in maintenance strategies that improve your bottom line

We can assess your current program and provide practical recommendations for improvement that will impact your bottom line. Working together we can:

- Define attainable fluid analysis program goals
- Implement proper lubricant storage and handling procedures
- Control contamination
- Train personnel on sampling best practices and procedures
- Identify appropriate test packages
- Effectively interpret the data and take timely maintenance action
- Communicate cost savings from fluid analysis to management



Program Managers: Maximize ROI and document it for management

We can even provide an on-site program manager to monitor every aspect of your fluid analysis program so that you minimize maintenance costs as you maximize asset reliability. Our Program Manager will:

- Learn and understand your business environment and your maintenance goals
- Train maintenance personnel on unit-specific sampling procedures and intervals
- Maintain all equipment profiles and lubricant information
- Enhance flagging and commenting by documenting feedback and correlating laboratory recommendations with actual maintenance performed
- Address all high severity results with the appropriate maintenance personnel
- Perform statistical analyses to develop unit-specific alarm limits and flagging parameters
- Provide monthly and/or quarterly reports to document program performance and implement corrective actions
- Perform cost saving analyses