



PROOF:

THE ACTIONS YOU TAKE MAKE A DIFFERENCE

How much of an investment would you make if it would significantly cut your monthly spend on maintenance, lost equipment, repairs and unscheduled downtime? This supply and logistics customer was able to discover problems, while also saving approximately \$1 million dollars. In the first quarter of their fluid analysis program, the company was able to cut maintenance spending by 33%.

THE WRONG PATH

A top ten global logistics company was forced to allocate unplanned budget dollars as equipment began failing. The company began to see they were on a path they did not want to be on as maintenance spending trended upward to \$1 million per month.

37:1 ROI

The company turned their reputation for innovative and successful supply chain solutions to improve their maintenance problem. They found value in their pilot oil analysis program and decided to expand to the rest of their fleet of long-haul trucks. During the ramp-up period, the company invested \$34,000 in fluid analysis services and discovered problems that would have cost the company upwards of \$1 million in equipment repairs, maintenance costs and downtime. Yes, that's a 37:1 ROI.

Why have we not been doing this the whole time? was the reaction of the Vice President of Maintenance.

SEE IT FOR YOURSELF

The company was able to demonstrate maintenance savings in their initial pool of testing by taking advantage of the Action Taken feature available through the data management system, HORIZON®. The fields capture responses to maintenance recommendations, data analysis comments and estimated savings for each recommendation from our data analysis team as well as track savings. The Action Taken request is automatically prompted by high-severity reports and recommendations, and the corresponding Action Taken management report collects that data into an easy-to-read format.

How much money and how many pieces of equipment are you willing to lose due to maintenance problems? Implementing and managing a fluid analysis program can help you get the right path and begin to generate savings, increase compliance and save more of your equipment.