



# OIL ANALYSIS SERVICE

## REDUCE DOWNTIME - INCREASE PRODUCTIVITY

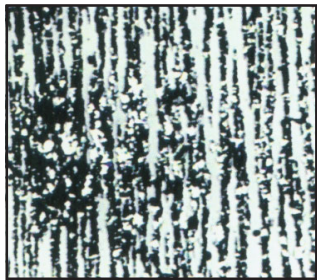


# LET US ANALYZE YOUR OIL!

### PROTECT YOUR EQUIPMENT



To your naked eye there is not much difference between these two samples



To **OUR** eye there is a **DRAMATIC DIFFERENCE!**

Oil analysis was originally developed for preventive maintenance for engines. Engine fleet managers could track wear over time and by watching wear metal counts, they could take an engine out of service before serious problems arose.

The same principles apply to hydraulic fluids and because hydraulic systems are more sensitive to foreign materials than engines, the reports have been expanded to give more detailed information.

Effective preventive maintenance programs use frequent oil analysis as a means of predicting problems. This allows for scheduled maintenance, repairs and unscheduled downtime.

When starting preventive maintenance programs it may take 8-10 samples to get meaningful baseline data after this period critical systems should be checked every 1-3 months. Less critical auxiliary systems can be checked every 3-4 months.

One study showed that "Breakdown Maintenance" (maintenance performed after noticeable deterioration in machine condition) costs an average of \$17 to \$18 per horsepower of machinery per year. It also showed that "Predictive" preventive maintenance costs only \$7 to \$9 per horsepower of machinery per year.

### What Do I Get For My Investment In Oil Analysis?

- Reduction in unexpected failures
- Increased availability of equipment and less down time.
- Reduce oil disposal costs by only changing worn out oil.
- Longer equipment life.
- Reduced reject rates.
- Reduced spare parts inventory.
- Reduction of maintenance costs by replacing or repairing fewer components.
- Reduction of larger expenses related to repairing failures and unnecessary service.
- Help establish and extend oil change intervals.

### COST/BENEFIT ANALYSIS EXAMPLE

#### YEAR ONE

Labor to take and review samples.....	\$500
Sample cost - 40 machines.....	\$3440
Training and start-up supplies.....	+ \$1500
<b>TOTAL START-UP COST</b>	<b>\$5440</b>
Reduced line downtime.....	\$5350
Reduced oil consumption 20% through unnecessary changes.....	\$800
Reduced labor cost from not changing oil.....	\$300
Reduced overtime 35% for unplanned downtime.....	\$1500
Reduced cost of component repair (20%).....	+ \$1000
<b>TOTAL START-UP COST</b>	<b>\$8950</b>

RETURN ON INVESTMENT = 164%  
SIMPLE PAY BACK PERIOD = 7.3 MONTHS

**Kits Include:** Oil bottle, service form, mailing bottle and prepaid lab service report. Lab report will include: particle count, spectrometal analysis, viscosity classification, percent water content and TAN\* (Total Acid Number).

PART NO.	TAN* OPTION	QUANTITY PRICING	
		1-9	10+
OKA-1	NO	\$32.50	\$31.35
OKA-2T	YES	\$42.65	\$40.60



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