

# 2018 ILLINOIS BASIN COAL & MINING EXPO



## “DRIVING COMPLIANCE IN AN OIL ANALYSIS PROGRAM”

Henry Neicamp, Technical Business Consultant



Proven *Impact*. Proven *Uptime*. Proven *Savings*.

# Today's Speaker/Presenter



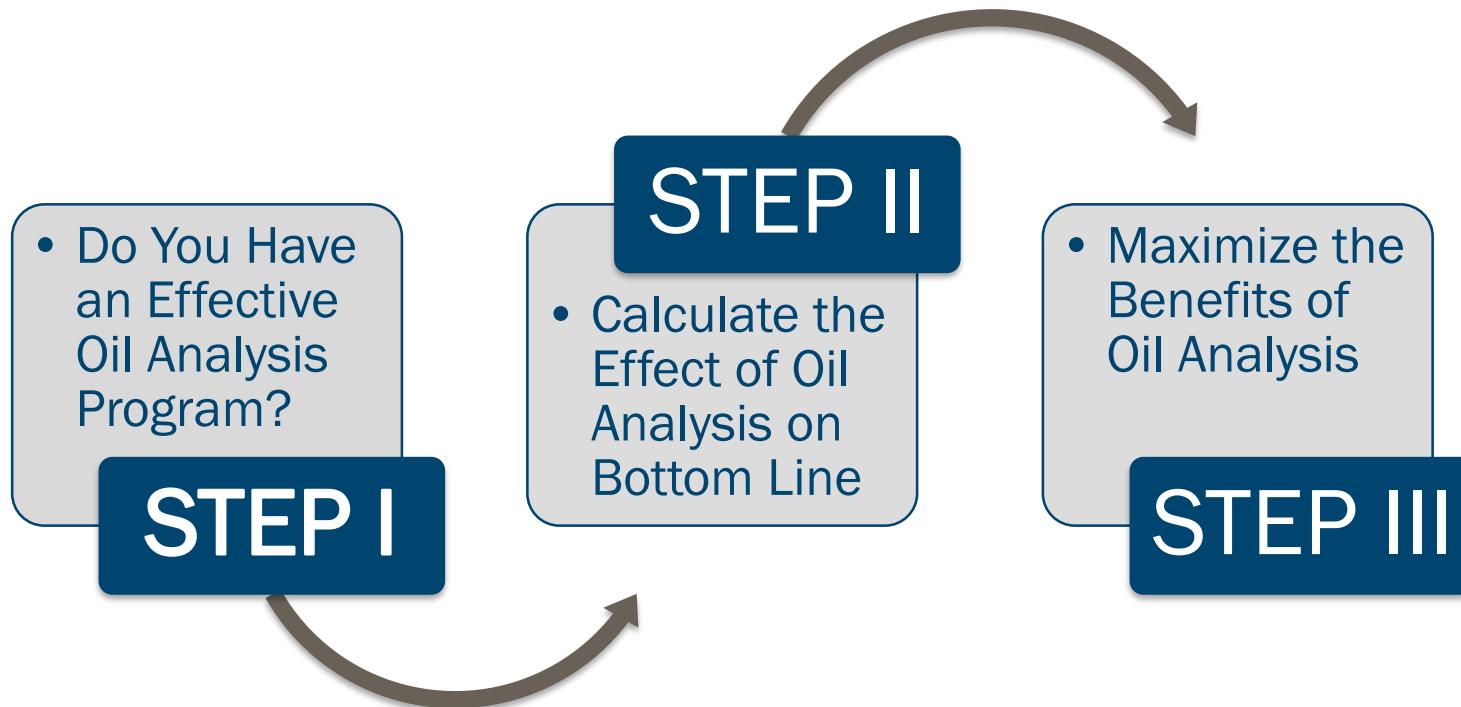
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## Industry Experience

- B.S. General Engineering/Mining Engineering University of Illinois
- More than 35 years technical sales, engineering and management experience in the petroleum industry and lubricants marketplace
- Well Logging Engineer with Seismograph Service Corporation and Dresser Industries
- Sales Engineer and Technical Services Manager with Pennzoil-Quaker State Company
- Sales/Technical Engineer with Warren Oil Co.
- Field Services Manager; Midwest Territory Sales Manager; Technical Business Consultant with POLARIS Laboratories®
- CLS/OMA certified by STLE



# Drive Compliance in Your Program



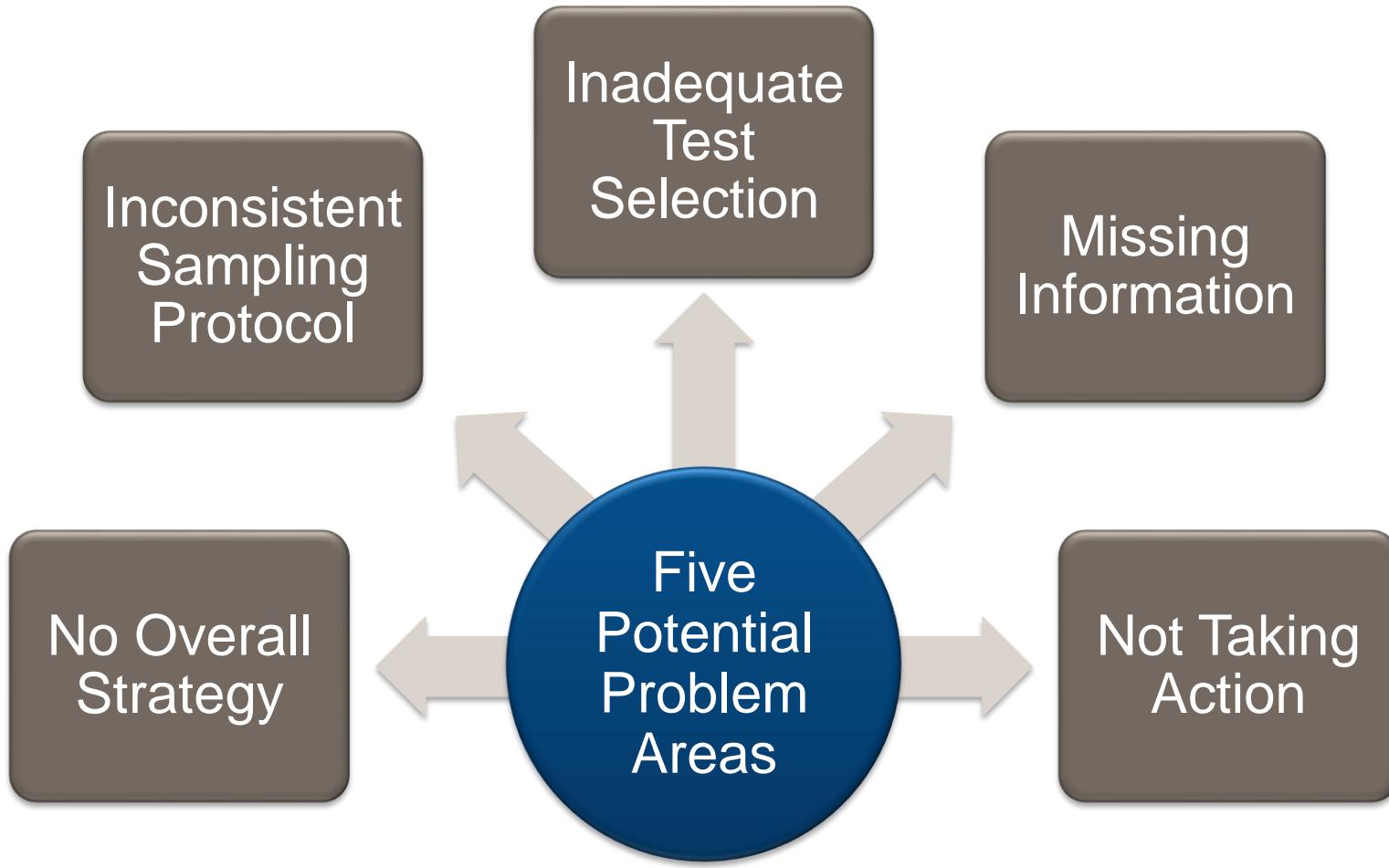
# DO YOU HAVE AN EFFECTIVE OIL ANALYSIS PROGRAM?



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# Underperforming Oil Analysis Programs

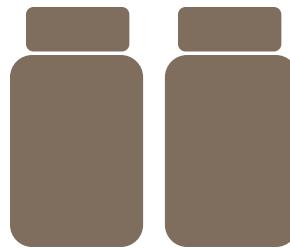


# Evaluate Current Oil Analysis Program

## QUESTIONS TO ASK



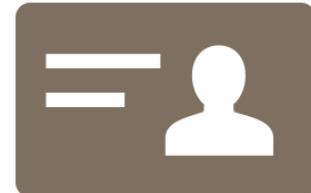
What is the test selection and sampling protocol?



How many samples are collected and how often?



What is the cost savings in the past 12 months?

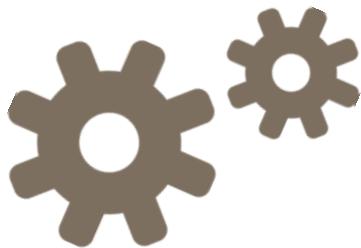


Who is your Program Champion?

# What is Test Selection and Sampling Protocol?



Lab and customer work together to come up with:



Complete equipment and component list before samples are ever taken

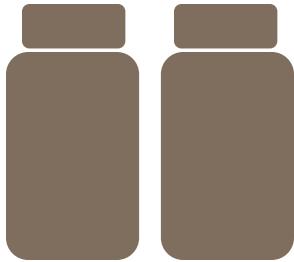


Comprehensive set of tests to maximize data density



Recommended sampling frequency for each component based on goals

# How Many Samples Collected and How Often?



Lab and customer work together to come up with sampling intervals and locations by equipment type.



**MOBILE EQUIPMENT**



**STATIONARY EQUIPMENT**

# What is the Cost Savings in Past 12 Months?



## Measuring Results: Periodic Program Reviews



Assess performance, measure progress and identify areas for improvement

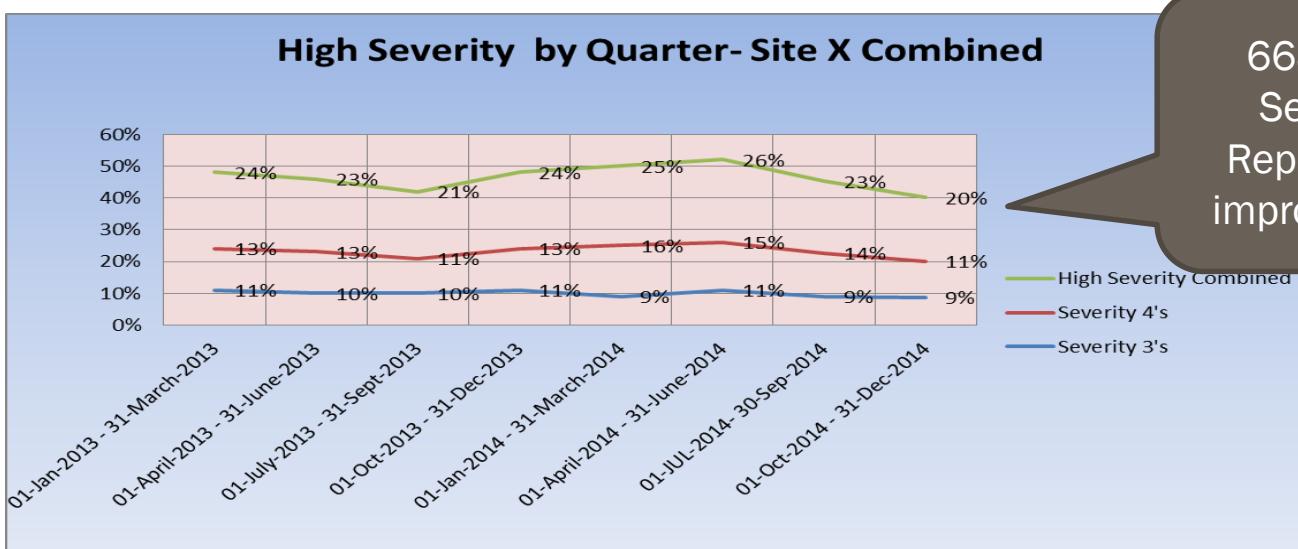
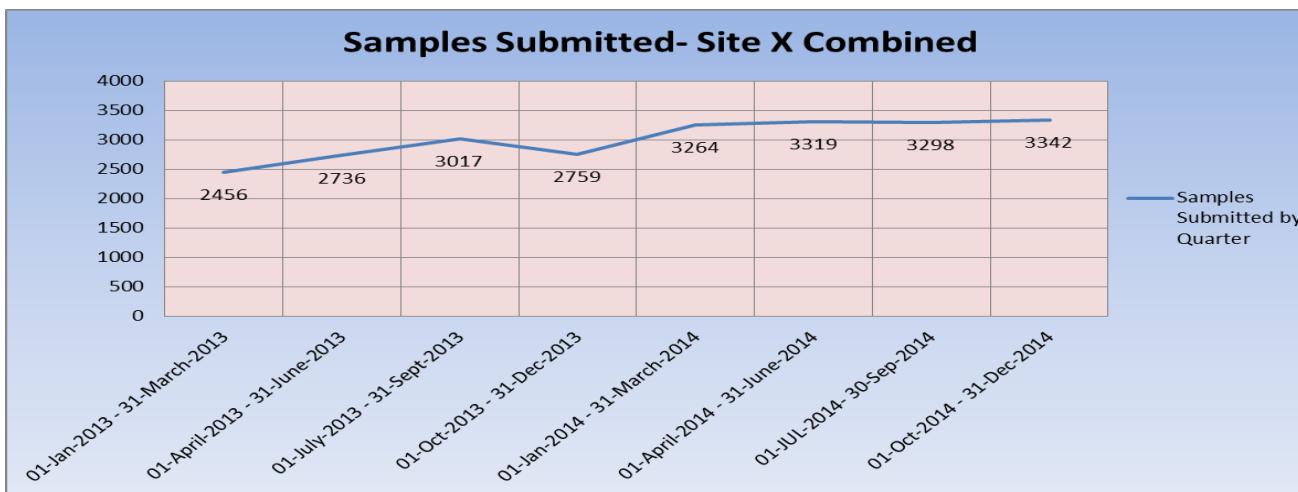


Monthly/Quarterly reviews are summarized in a key performance indicators (KPI) report



Include available financial evidence of savings

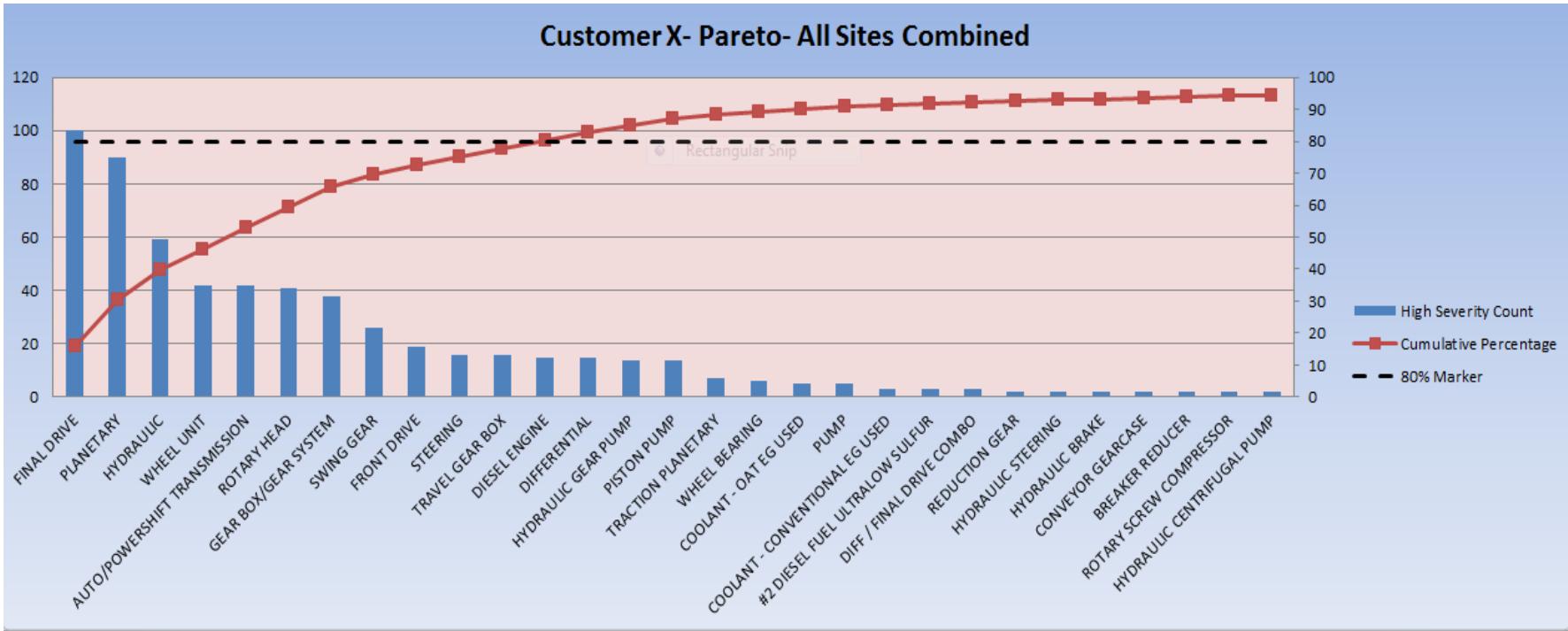
# Compliance Lowered Severities



668 High Severity Reports-6% improvement



# Identified Their Biggest Problems



Of the 87 component types on file,  
only 11 component types account for 80% of the high severity reports.



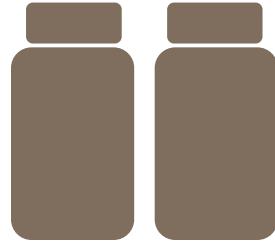
# Who is Your Program Champion?



The single most important ingredient in a successful oil analysis program is the “Program Champion” ***inside it***.



Should be  
passionate to save  
the company money



Works from the inside to  
generate greater customer  
implementation/compliance



Not a “Lone Ranger”;  
Works with maintenance  
team, which may require  
“behavioral change”

# CALCULATE THE EFFECTS ON YOUR BOTTOM LINE



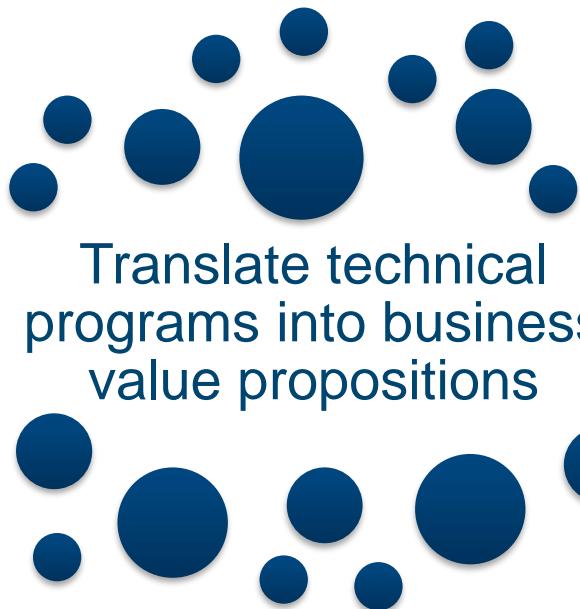
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# The Value of Predictive Maintenance



# Speak Their Language



Translate technical  
programs into business  
value propositions

Business  
managers talk  
in dollars and  
cents

# MAXIMIZING THE BENEFITS OF OIL ANALYSIS



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# What Does a Successful, Compliant Oil Analysis Program Look Like?



Check the right equipment with the right tests at the right time



Follow through on the recommendations found on the fluid analysis reports

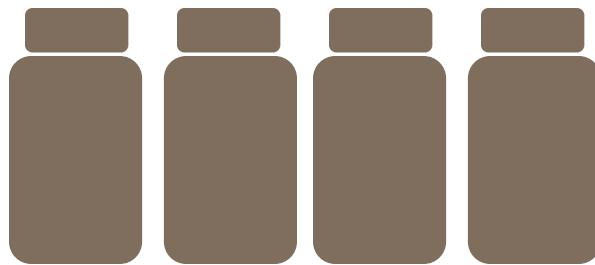


The laboratory has a vested interest in the success of your fluid analysis program

# Compliance is an Investment

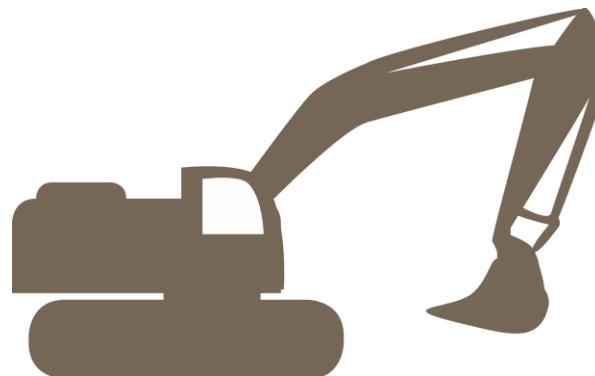
**Oil analysis may be one of the last frontiers of equipment maintenance, where large amounts of money can be saved for a relatively small investment**

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## QUESTION:

Is a single sample  
worth \$12?



## ANSWER:

What is the repair, rebuild  
or replacement cost?  
What production is lost?

# Driving Compliance in an Oil Analysis Program does Pay Off!

- Any condition-based monitoring program must be viewed as a service which saves you money (not a cost)
- If substantial cost savings cannot be attributed to oil analysis, serious changes to the current program should be considered



# Questions & Discussion



# Future Training



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# THANK YOU!



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