



# Industrial Services

*"A value added partner, not just a supplier"*



*McPherson  
Oil Products*

Toll Free: 888.802.7500  
Main Number 205.661.4400  
[mcphersonoil.com](http://mcphersonoil.com)

## An Experienced Partner

The McPherson Companies have experienced professionals to help your maintenance personnel analyze lubrication needs and troubleshoot problems. We can provide inspections for critical applications and offer corrective action recommendations. We can also supply detailed reports with observations, process improvement recommendations and potential cost avoidances to increase system reliability. We appreciate your business and want to create a strong partnership for the future. We look forward to working with you and your team for many years to come.

The McPherson Companies has developed a menu of services to increase production, performance and system reliability. Our industrial services align with your maintenance team's goals and objectives as well as offer a specific focus on inspections, maintenance projects and analysis. These services support the critical work your maintenance engineers, planners and plant personnel perform each day to improve equipment life and reliability. Our industrial services provide the following benefits:

**Less unscheduled down time**  
**Lower maintenance cost**  
**Extended lubricant life**  
**Higher equipment reliability**  
**Increase in production**  
**Hard dollar savings**  
**Increase in bottom line profits**  
**Means for continuous improvement**

## Industrial Services

The McPherson Companies can assist your company with engineering solutions. Our Engineering Solutions Program has the following services:

- **Studies:**
  - **Plant review**
  - **Leak inspections**
  - **Storage and handling**
  - **Oil analysis and contamination**
  - **Reservoir maintenance**
  - **Waste streams minimization**
- **Inspections**
  - **Gear and bearing**
  - **Hydraulic**
- **Fundamentals of lubrication training**
- **Used oil assessment and recommendation**
- **Lubrication and equipment survey**
- **Vendor managed inventory**
- **Off-highway equipment inspections**
- **Used oil reclamation (ReNew)**
- **Capital spare preservations**
- **Annual business summaries**





## Plant Study

The McPherson Companies will conduct a plant study to investigate and document maintenance and lubrication practices. Our first priority is safety. In a plant study, we seek out ways to increase safe operations while improving equipment reliability.

The study includes:

- Insight on safe operational practices
- HSSE review on lubricant MSDS and PDS sheets
- Purchasing
- High production area
- Maintenance and repair shop
- Oil storage area

We look for the following conditions:

- Excessive leakage
- Excessive greasing
- High cost items
- Reservoir conditions
- Number of different lubrications
- Number of different lubricant vendors

We will report the information collected and discuss next steps with your personnel.

Benefits:

- Possible consolidation of lubricants
- Possible consolidation of lubricant vendors
- Identify best practice opportunities

## Storage and Handling Study

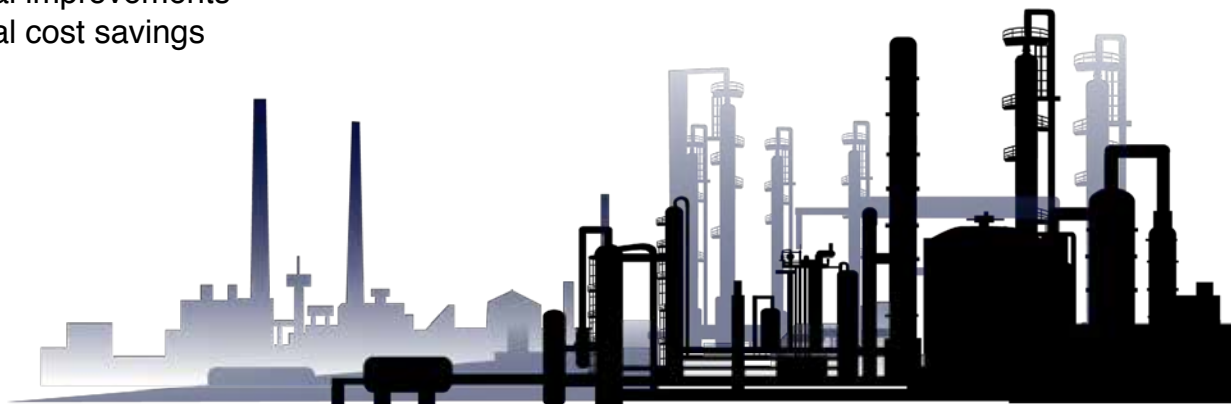
We identify the following:

- Different lubricants needed
- Condition of storage areas
- Lubricant transfer procedures
- Product containment and safe handling

We will provide a report of our observations and discuss the following:

- HSSE recommendations for proper PPE
- Storage and handling procedure and best practices
- Identify potential product consolidations
- Identify potential improvements
- Identify potential cost savings

## Studies



## Leak Study

We will identify, tag and quantify all observed leaks. We will include recommendations to repair leaks and document the potential savings.

### Benefits:

- Lower lubricant cost
- Lower slip hazard from oil leaks
- Increase in equipment and filter life

Leaks allow contamination to enter your systems. The cost can be DOUBLED with increased lubrication cost and shortened component life shortened.

## Oil Analysis Study

Our Oil Analysis Study program is designed to provide the following:

- Monitor wear machine components
- Check for contamination
- Monitor lubricant degradation
- Ensure proper lubricant product selection
- Optimize drain intervals
- Support other maintenance practices

### Benefits:

- Maximum lubricant life
- Baseline information on your equipment
- Predictive maintenance
- Improved equipment reliability

## Reservoir Maintenance Study Program

We conduct reservoir inspections and sample reservoir floors for contamination accumulation on all critical systems. We will document our observations and make recommendations based on that data. We have a crew available to clean reservoirs and flush lubricant systems. By doing this, you will maximize your lubricant life, improve filter life, and increase equipment reliability.

***Did you know...***

**One percentage of sludge can shorten new oil life by 50%.**



## Gear & Bearing Inspections

We offer primary gear and bearings systems inspections. We utilize video scope to inspect critical gear drives and bearings. We will report on the conditions of the gears and bearings with a written report complete with pictures documenting our observations.

### Benefits:

- Reduced unplanned downtime
- Fewer gear and bearing failures
- Lower maintenance costs
- Improved production
- Improved equipment reliability
- Lower insurance premiums for loss of production insurance

Our inspections can become a maintenance tool to bridge the gap between oil analysis and vibration analysis. The inspections can be performed during routine downtimes. The potential savings are much greater than the cost of the service. We welcome the opportunity to meet with you and your team and discuss our gear and bearing inspection program.

## Hydraulic Inspections

We offer critical hydraulic systems inspections. We will document the condition of your hydraulic pumps, valves filters, lubricant and heat exchangers. We will recommend any maintenance practices to improve equipment reliability.

### Benefits:

- Reduce unplanned downtime
- Improve filter life
- Improve component life
- Lower maintenance costs
- Improve equipment reliability

We also have personnel to clean your reservoirs and change your filters. We have equipment that can filter and dehydrate your oil onsite while you run.

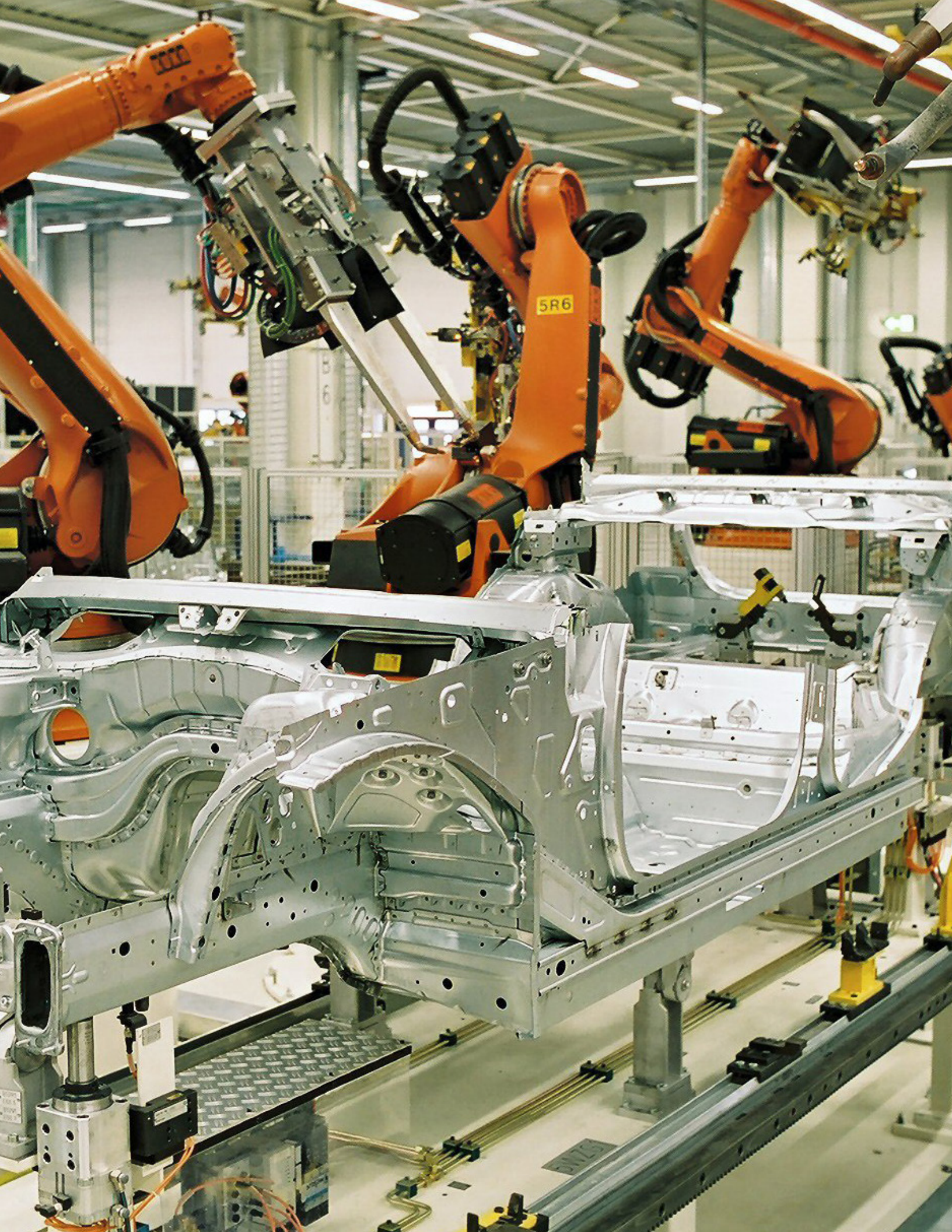
## Mobile Equipment Inspections

We offer mobile equipment inspections. We check fluid levels, identify leaks and conduct temperature studies on all major components. We discuss our findings with your personnel as well as provide a written report with pictures of our findings. We also include recommendations to improve lubrication or maintenance practices.

## Inspections









## Used Oil Assessment

We will assist in profiling your waste oil stream. Our ReNew division can reclaim segregated waste oil streams. The product is filtered and dehydrated to meet or exceed new oil specifications for reuse in its original application. Our process allows us to remove particulate contamination and water ingress with out removing the lubricant additives. We can provide tote tanks or bulk storage for the designated profiled oils. We will also provide systems to capture and recover used oil. Our personnel will work with your company to profile high production reservoirs to maintain and increase their reliability. In some cases, if the oil is not renewable for it's original use, we will buy that profiled stream if the following criteria are met:

- Water content is less than 5%
- No hazardous materials

Please note: the amount we pay is based upon market conditions, quality and quantity.

## ReNew

ReNew recycles used oil to meet or exceed new oil standards. We profile and qualify used oil streams to determine if our ReNew program is applicable. We can filter and dehydrate your used oil to remove contamination and water. We also restore the additive levels to new oil standards, as needed.

ReNEW also offers filter carts and dehydrators rental services. The rental service allows us to kidney loop your system and remove contaminants without production interruption.

In collaboration with your maintenance personnel and engineers, we will establish ISO cleanliness standards for your lubricants. ISO cleanliness monitoring can be incorporated into your overall oil analysis program.

### Benefits:

- Used oil minimization program
- Longer lubricant life
- Improved filter life
- Improved equipment reliability
- Lower maintenance cost
- Environmental exposure reduction









## Lubrication Survey

Lubricant application is critical to reliable plant operation. We can provide lubrication instructions and recommendations for your plant equipment. We will survey your plant and mobile equipment, charting the lubrication in service, review drain intervals and confirm service levels. We will provide detailed lubrication instructions for all equipment surveyed.

### Benefits:

- Product recommendations
- Detailed instructions for all equipment
- Ensure proper application of lubricants
- Optimizes drain intervals
- Maximizes lubricant life
- Improves equipment reliability through proper application of lubricants

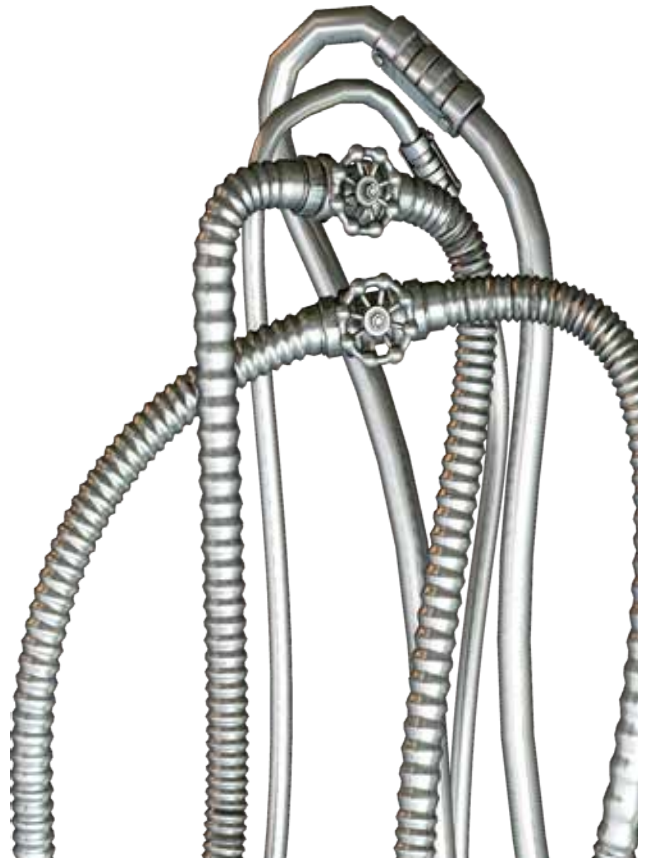
## Fundamentals of Lubrication Training

We provide training classes for your employees at your convenience.

These classes can cover the following topics:

- Fundamentals of Lubrication
- Proper Greasing Techniques
- Procedure for taking oil samples
- Storage and handling best practices
- Lubrication recommendations

The utilization of our training classes allows your company to save approximately 35% of the employee's salaries. Educated employees work more efficiently and effectively.



## Lubrication Survey & Training



## Capital Spare Preservation Program

We provide a capital spare preservation program for your spare parts.

### Process:

- Inspect the component parts with a video scope
- Clean the external shaft, if needed, with a light emery cloth. Wrap the shaft with cheesecloth, saturate the cloth with a rust preventative then wrap with duct tape
- Spray the inside of the components with a rust preventive and vapor inhibitors and fill with oil to the appropriate levels
- Rotate the shafts
- Replace the cover and tighten the bolts properly
- Tag the component with date and services completed. Units with rust or corrosion will include a picture with recommendations

### Benefits:

- Reduce spares mortality rate
- Reduce long term capital cost
- Improve overall equipment reliability
- Improve your current and future maintenance reliability efforts
- Reduce your labor cost due to less work
- Produce hard dollar savings

## Vendor Managed Inventory

We can assist your company with establishing the proper inventory stocking and reordering levels. We will evaluate your lubricant usage to determine if bulk storage could benefit your company. We can also provide regular on site evaluations or electronic lubricant level monitoring. Additionally, we will provide insights on product consolidation that can benefit plant operation by reducing inventory excess.

### Benefits:

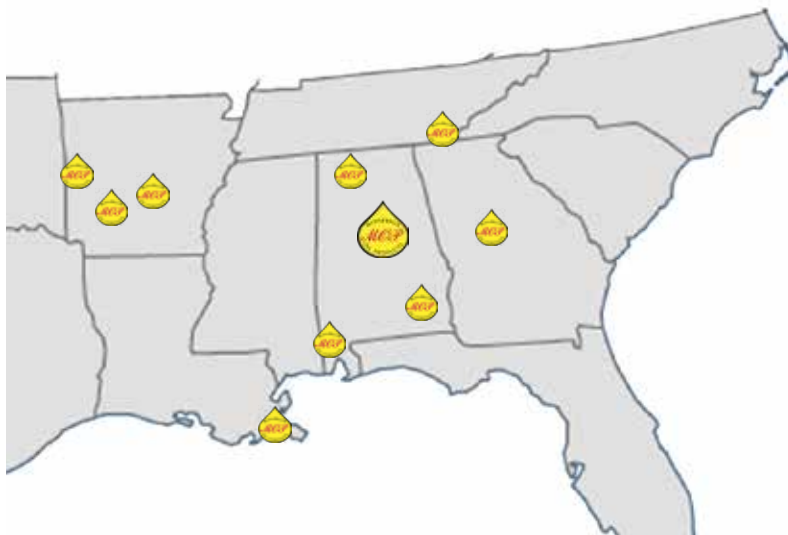
- Lower inventory costs
- Eliminating inventory stocking emergencies
- Reliable supply of lubricants
- Inventory consolidation
- Improved reliability with bulk storage



# McPherson Oil Products

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