

SESSION



**BRÚJULA**



## **Presentation of a successful experience, case study, or project.**

In the Brújula Session, you will learn from the shared experience of a successful implementation that will serve as a guide to initiate or improve your own plans.

Solve problems and improve your reliability through the implementation of new methodologies and technologies, understanding the origin, analysis, action plan, step-by-step process, achievements, setbacks, and lessons learned that culminate in the business case.



# ¡Battle Tested Steps to Getting Lubrication Right!



**Jim Fitch**

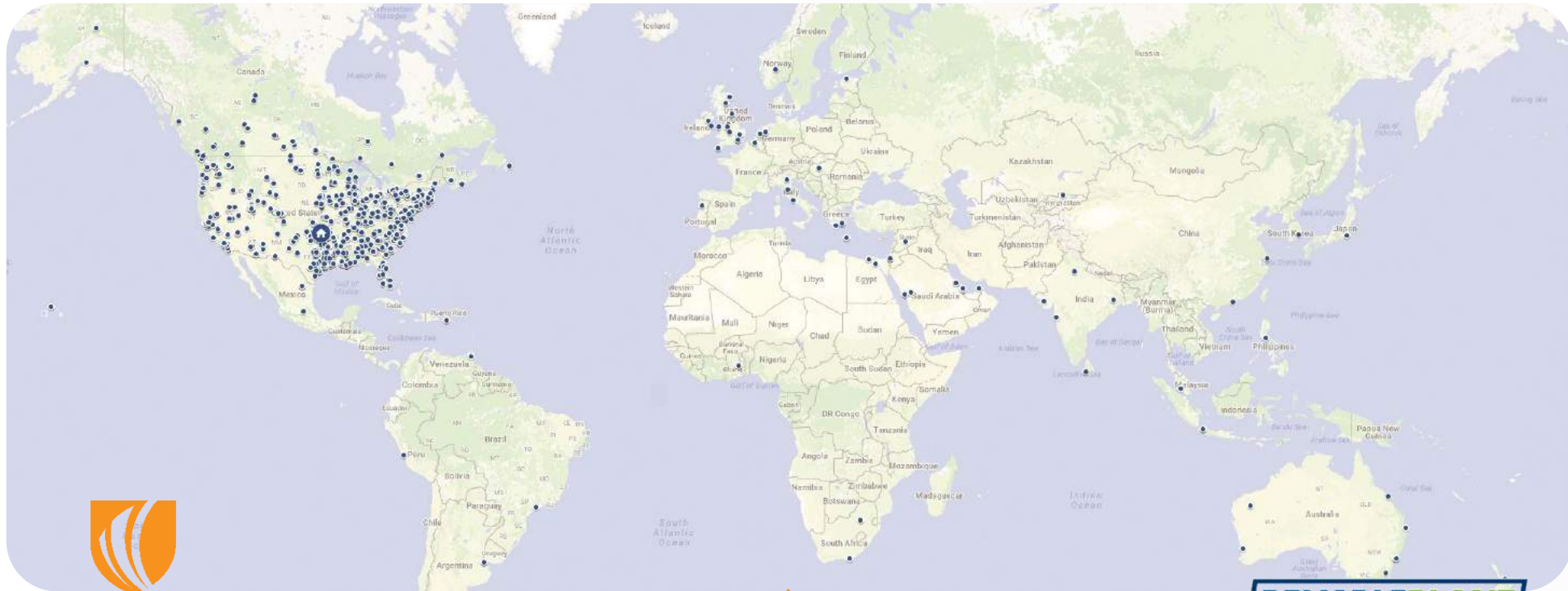
Presidente de Noria Corporation





**For 25 Years, Global Provider of Machinery Lubrication and Oil Analysis Education, Consulting, Publishing and Events.**

- International Partners • 40+ Countries • 11 Languages
- 200+ Public Training Locations Annually
- 30+ Different Countries Attend Reliable Plant Conference
- Over 100,000 people Trained
- This is our 25<sup>th</sup> Conference Year, Orlando, August
- 1000+ Lubrication Program Development (LPD) Projects



**NORIA**  
ACADEMY

**ASCEND™**

**LubePM™**

**RELIABLEPLANT**  
CONFERENCE & EXHIBITION



# Noria was Founded on the Premise that ...

- Maintenance is the No. 1 most controllable expenditure in a plant
- Every plant has a hidden plant that must be found
- Lubrication is the No. 1 cause of machine wear and failure
- There is no greater influence on the state of lubrication than training and human behavior
- All progress depends on change and change must be enabled

Someone Once Told Me Reliability  
was about **80% *Culture***  
and 20% Everything Else

# ICML 55, an Asset Management Standard that Gets Lubrication Right

- Tactical, lubrication-specific standard, aligns to ISO 55000
- Consensus product of 48 worldwide experts
- Categorizes 12 interrelated areas to be incorporated into any sustainable lubrication program.



## The Big Twelve: Interrelated Areas to be Incorporated into any Sustainable Lubrication Program

**Skills:** Job Task, Training, and Competency

**Machine:** Machine Lubrication and Condition Monitoring Readiness

**Lubricant:** Lubricant System Design and Selection

**Lubrication:** Planned and Corrective Maintenance Tasks

**Tools:** Lubrication Support Facilities and Tools

**Inspection:** Machine and Lubricant Inspection

**Lubricant Analysis:** Condition Monitoring and Lubrication Analysis

**Troubleshoot:** Fault/Failure Troubleshooting and RCA

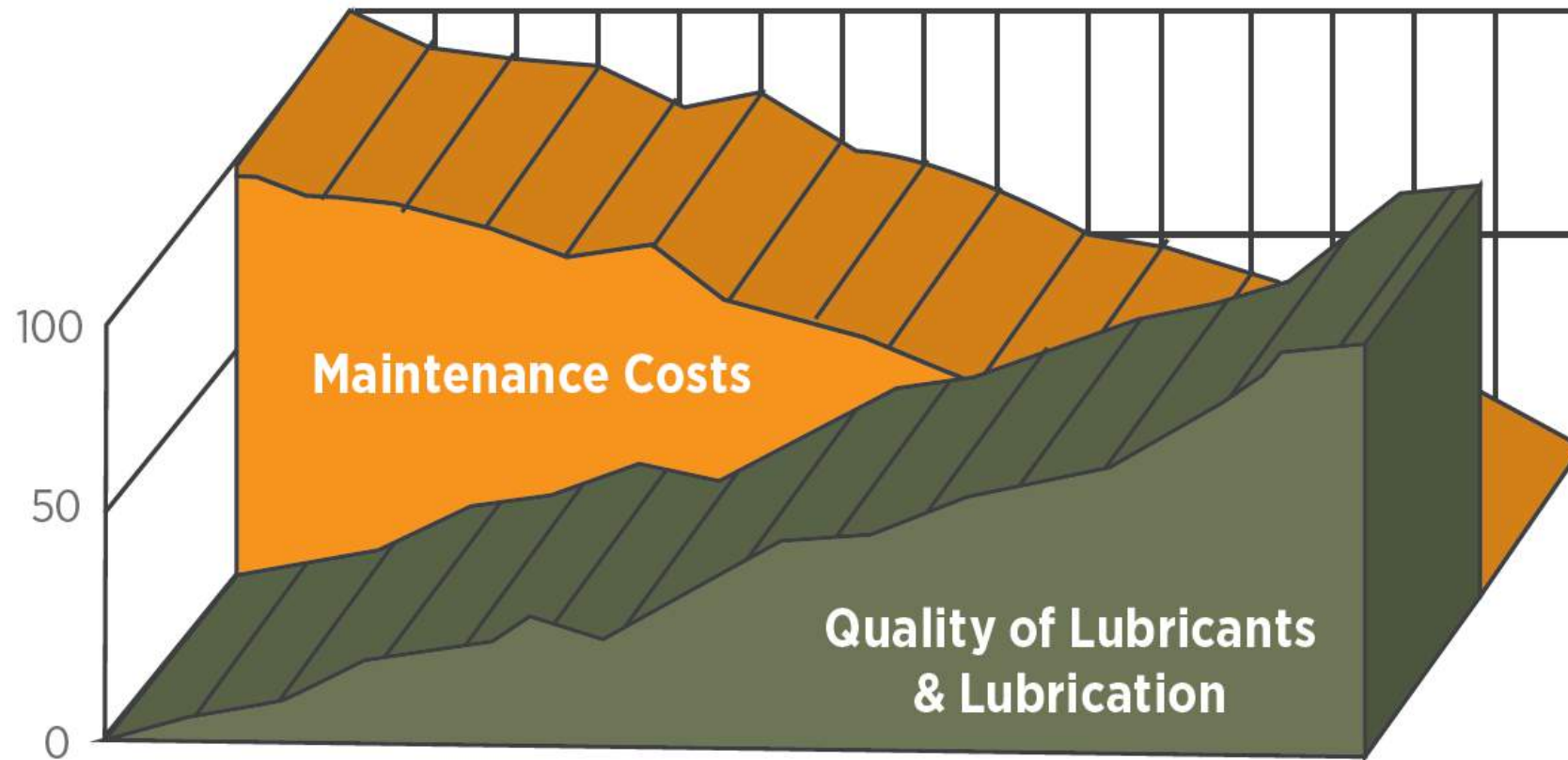
**Waste:** Lubricant Waste Handling and Management

**Energy:** Energy Conservation and Environmental Impact

**Reclaim:** Oil Reclamation and System Decontamination

**Management:** Program Management and Metrics

# Cause and Effect

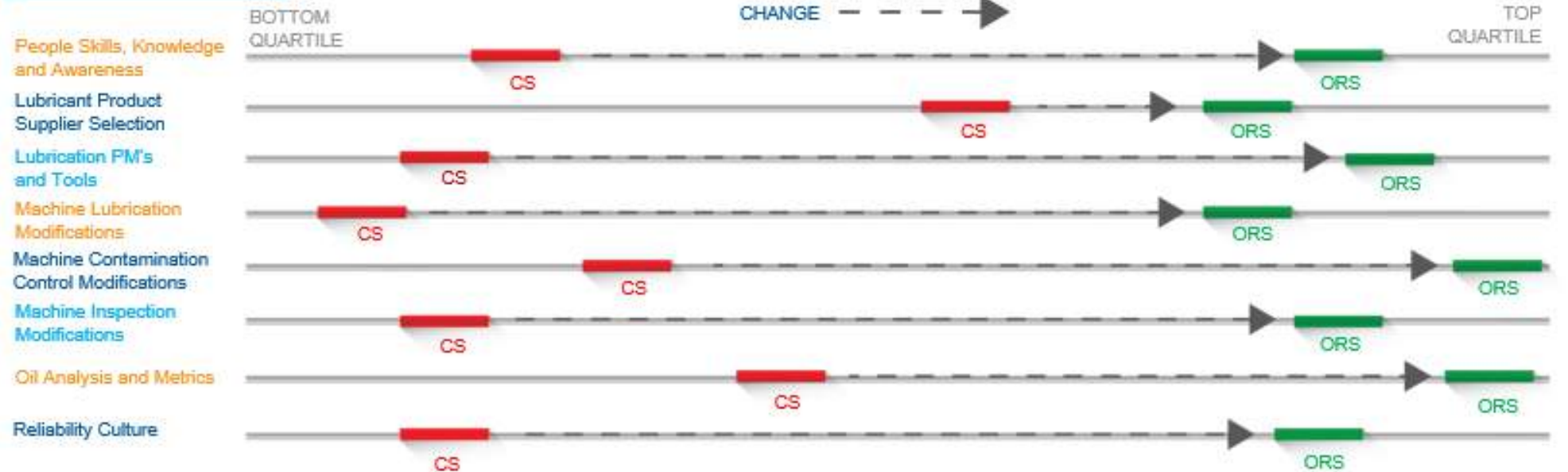


# The Rewards of Action and Change

## What You Want



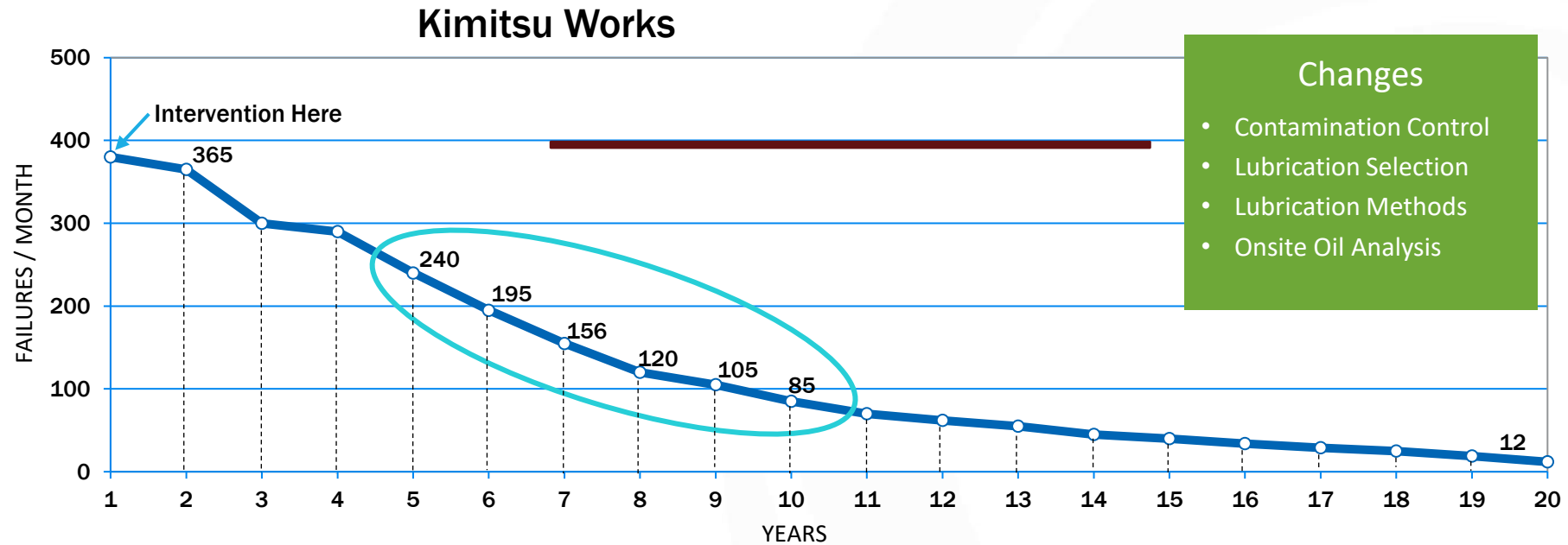
## How You Get It



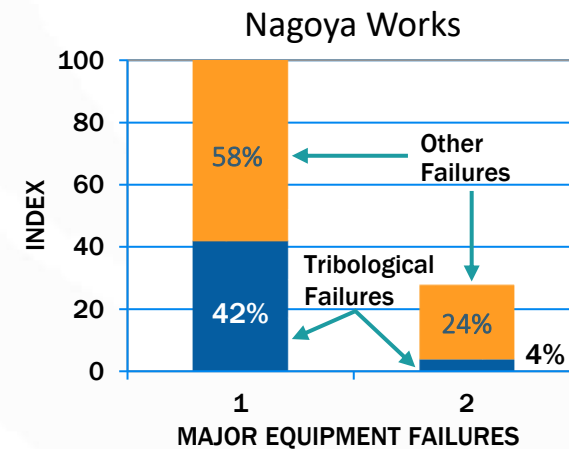
CS = Current State ORS = Optimal Reference State



# Nippon Steel: Test Case



- Kimitsu Works achieved a 65% bearing failure rate reduction in a six-year time period
- Nagoya Works achieved 90% reduction in wear-related failures
- Principle Strategy - improved lubrication
- Kimitsu Works - winner of the Total Productive Maintenance (TPM) Excellence prize



# The Optimum Reference State... Defined

The **Optimum Reference State** is the prescribed optimum state of machine configuration, conditions and maintenance activities required to achieve and sustain reliability objectives. It needs to be precise, definable, measurable or verifiable. Vagueness doesn't work. Finally, it needs to be controllable,

## Example Lubrication Reference States:

**People Preparedness:** training (good), certification (better) and skills standards (better)

**Machine Preparedness:** inspection, lubrication, contamination control, oil sampling instrumentation

**Precision Lubricants:** (what you buy) base oil type, viscosity, additives, performance properties

**Precision Lubrication:** (what you do) procedure, frequency, amount, location

**Oil Analysis (health):** lab selection, test slate, frequency, alarms, troubleshooting



The ORS is an engineering specification for lubrication excellence.

# The Guide to Lubrication Excellence

Lifecycle Stage 6



## Energy Conservation, Health & The Environment (E)

E1P	Energy Conservation, Health & Environmental Impact
E2P	Storage & Disposal of Used Oil & Materials
E3M	Leakage Management
E4M	Energy Conservation, Health & Environmental Training
E5K	Energy Conservation, Health & Environmental KPIs

Lifecycle Stage 5



## Condition Monitoring, Lubricant Analysis & Troubleshooting (A)

A1P	Machinery Selection for Condition Monitoring & Lubricant Analysis Program
A2P	Lubricant Analysis Test Slate—Periodic & Online
A3P	Lubricant Analysis Data Source Selection—Onsite Lab, Offsite Lab & Online Sensors
A4P	Sampling Tools & Methods
A5M	Selection & Integration of Inspection & Condition Monitoring Tasks
A6M	Lubricant Analysis Data Limits Selection & Interpretation
A7M	Troubleshooting & Root Cause Analysis
A8M	Condition Monitoring, Lubricant Analysis & Troubleshooting Training
A9K	Condition Monitoring, Lubricant Analysis & Troubleshooting KPIs

Lifecycle Stage 4



## Contamination Control & Lubricant Reconditioning (C)

C1P	Contaminant Exclusion
C2P	Contaminant Removal & Lubricant Reconditioning
C3M	Contamination Control Objectives
C4M	Contamination Control & Lubricant Reconditioning Training
C5K	Contamination Control & Lubricant Reconditioning KPIs



## The ASCEND™ Chart

3 Levels • 6 Lifecycle Stages • 40 Factors

Backed by years of proven experience, Noria's ASCEND™ Chart is an effective tool for evaluating the current state of your lubrication program against world-class standards. The ASCEND™ Chart consists of three levels: Platform, Management and Training, and KPIs. These levels are divided into six lifecycle stages, starting with Lubrication Selection and contain 40 factors. The ASCEND™ Chart provides a quick and efficient visual representation to aid your lubrication program transformation. See [noria.com/ascend](http://noria.com/ascend) for detailed use of the chart.

Lifecycle Stage 1

## Lubricant Selection (S)

S1P	Lubricant Selection Process
S2P	Lubricant Supplier Selection
S3P	Lubricant Identification System
S4M	Consolidation & Optimization
S5M	Lubricant Selection Training
S6K	Lubricant Selection KPIs

Lifecycle Stage 2

## Lubricant Reception & Storage (R)

R1P	Quality Control Process
R2P	Lubricant Storage & Lube Room
R3P	Lubrication Safety Practices
R4M	Inventory Management
R5M	Reception & Storage Training
R6K	Reception & Storage KPIs

Lifecycle Stage 3

## Lubricant Handling & Application (H)

H1P	Lubricant Application Tasks
H2P	Machinery Configuration
H3P	Lubricant Handling & Application Devices
H4M	Lubrication Program Management
H5M	Lubrication Routes
H6M	Machinery Inspection Tools & Practices
H7M	Goals & Rewards System
H8M	Lubricant Handling & Application Training
H9K	Lubricant Handling & Application KPIs

## ICML 55.1 Subjects

ICML 55.1 Subjects	ASCEND™ FACTORS
1 Skills	S5M, R3P, R4M, R5M, H7M, H8M, C4M, A8M, E4M
2 Machine	S3P, R3P, H2P, H6M, C1P, C2P, A4P, E3M
3 Lubricant	S1P, S2P, S3P, S4M, S6K, R2P, E4M
4 Lubrication	R1P, R4M, R5M, H1P, H2P, H3P, H4M, H5M, H6M, C1P, E3M
5 Tools	R1P, R3P, H2P, H3P, H6M, C1P, C2P, A4P, E2P, E3M
6 Inspection	R3P, R4M, H5M, H6M, C1P, C2P, A2P, A4P, A5M, E3M
7 Lubricant Analysis	R2P, H5M, H6M, A1P, A2P, A3P, A4P, A5M, A6M, A8K
8 Troubleshooting	H5M, H6M, C1P, C4M, A5M, A6M, A7M, E3M
9 Waste	S4M, R1P, R3P, R4M, C1P, C2P, E2P, E3M
10 Energy	S1P, H2P, H3P, C3M, E1P, E5K
11 Reclaim	R3P, R4M, C2P, C3M, A2P
12 Management	S2P, S6K, R2P, R3P, R4M, R6K, H4M, H7M, H9K, C3M, C5K, A3P, A7M, A9K, E2P, E5K

The table above cross-references the 12 central subjects of the ICML 55.1 standard to the 40 Factors of the ASCEND™ Chart. ICML 55.1 is a standard published by the International Council for Machinery Lubrication entitled Asset Management Requirements for the Optimized Lubrication of Mechanical and Physical Assets. This standard was developed by the collaborative contributions of 45 subject matter experts in lubrication, lubricant analysis, condition monitoring, reliability, maintenance and asset management. The cross-reference in this table unifies the 40 ASCEND™ Factors to the requirements for certification to ICML 55.1. More information on this standard is available at [lubccouncil.org](http://lubccouncil.org).



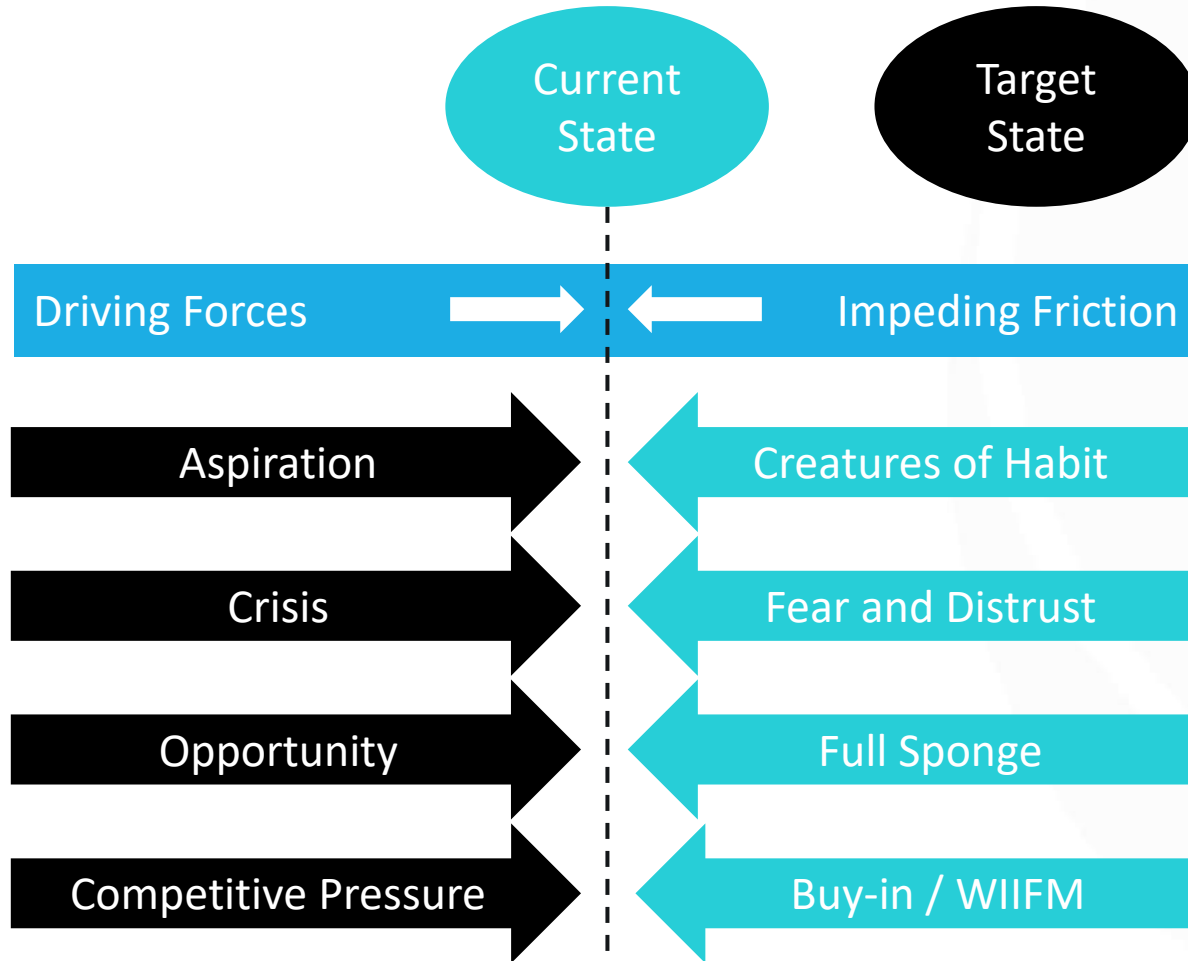
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# Core Attributes of Lubrication Excellence



# 1. Machines Fail and Waste Occurs Because of What People Do... and What They Don't Do

# A Body at Rest...



## Getting Things Unstuck

The body at rest must be acted upon to achieve change and close the gap between the current and desired state.

- Increase driving force
- Decrease restraining force (Impedance)

# “70% of Production Losses are due to Human Error”

When people do bad work they feel bad about themselves and their job. When people do good work they feel good about themselves and their job. Training and empowerment enable good work

## The Economics of Education

- When it comes to education, a penny saved is not a penny earned, but rather hundreds of dollars forfeited, all for the quest of a penny
- Teach an ounce of prevention
- You earn what you learn!

Cost of Prevention



Cost of Cure



# Task-Based Training

*The What*

*The How*

*The Why*

*The When*

*The Where*

*Operators, Millwrights, Trades*





# LUBRICATION GENOMA™

	LT JR	LT SR	LA JR	LA SR	LE	CP	OP	CBM	RE	MM	WH	PS	HSE
S12													
S11													
S10													
S9													
S8													
S7													
S6													
S5													
S4													
S3													
S2													
S1													
M9													
M8													
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C9													
C8													
C7													
C6													
C5													
C4													
C3													
C2													
C1													

## LUBRICATION ROLES / ROLES DE LUBRICACIÓN

CLAVE/KEY	ENGLISH	ESPAÑOL
LT JR	Lube Technician Jr.	Técnico en lubricación Jr.
LT SR	Lube Technician Sr.	Técnico en lubricación Sr.
LA JR	Lube Analyst Jr.	Analista de lubricantes Jr.
LA SR	Lube Analyst Sr.	Analista de lubricantes Sr.
LE	Lubrication Engineer	Ingeniero de lubricación
CP	Craftsman	Mecánico
OP	Operator	Operador
CBM	CBM Specialist	Monitoreo basado en condición
RE	Reliability Engineer	Ingeniero de confiabilidad
MM	Maintenance Manager	Gerente de mantenimiento
WH	Warehouse personnel	Almacenista
PS	Purchasing specialist	Especialista de compras
HSE	Health, Safety and Environment Specialist	Salud, seguridad y medio ambiente

## 2. Contamination Control is Fundamental to Machinery and Lubricant Health



Contamination Control and Proactive Maintenance

Modifications are needed to achieve these machine attributes

- **Cleanliness**
- **Dryness**
- **Temperature**
- **De-aerated state**

# Proactive Maintenance in Three Easy Steps

- 1 • Set ORS Cleanliness Targets  
• Target Cleanliness Level Should Reflect Reliability Goals



Make “Cleanliness”  
a Focal Point  
in Lubrication

- 2 Take Specific Actions to Achieve Targets (modifications)
  1. Reduce Ingression
  2. Improve Filtration



Next, Focus on Reducing the  
Cost of Cleanliness

- 3 Measure Contaminant Levels Frequently
  1. What Gets Measured Gets Done (Step 2)
  2. Post Control Charts of Measured Results



- Keep Numbers Conspicuous
- Deploy the Invisible Filter
- Remediate High Particles Counts Immediately

# Machine Life-Extension Table

NEW CLEANLINESS LEVEL (ISO CODE)

		NEW CLEANLINESS LEVEL (ISO CODE)																						
		20/17		19/16		18/15		17/14		16/13		15/12		14/11		13/10		12/9		11/8		10/7		
CURRENT CLEANLINESS (ISO CODE)	26/23	5	3	7	3.5	9	4	>10	5	>10	6	>10	7.5	>10	9	>10	>10	>10	>10	>10	>10	>10	>10	>10
		4	2.5	4.5	3	6	3.5	6.5	4	7.5	5	8.5	6.5	10	7	>10	9	>10	>10	>10	>10	>10	>10	>10
	25/22	4	2.5	5	3	7	3.5	9	4	>10	5	>10	6	>10	7	>10	9	>10	>10	>10	>10	>10	>10	>10
		3	2	5.3	2.5	4.5	3	5	3.5	6.5	4	8	5	9	6	10	7.5	>10	>10	>10	>10	>10	>10	>10
	24/21	3	2	4	2.5	6	3	7	4	9	5	>10	6	>10	7	>10	8	>10	>10	>10	>10	>10	>10	>10
		2.5	1.5	3	2	4	2.5	5	3	6.5	4	7.5	5	8.5	6	9.5	7	>10	8	>10	9	>10	>10	>10
	23/20	2	1.5	3	2	4	2.5	5	3	7	3.5	9	4	>10	5	>10	6	>10	>10	>10	>10	>10	>10	>10
		1.7	1.3	2.3	1.5	3	2	3.7	2.5	5	3	6	3.5	7	4	8	5	>10	6.5	>10	8.5	>10	10	10
	22/19	1.6	1.3	2	1.6	3	2	4	2.5	5	3	7	3.5	8	4	>10	5	>10	6	>10	7	>10	>10	>10
		1.4	1.1	1.8	1.3	2.3	1.7	3	2	3.5	2.5	4.5	3	5.5	3.5	7	4	8	5	10	5.5	>10	8.5	8.5
	21/18	1.3	1.2	1.5	1.5	2	1.7	3	2	4	2.5	5	3	7	3.5	9	4	>10	5	>10	7	>10	10	10
		1.2	1.1	1.5	1.3	1.8	1.4	2.2	1.6	3	2	3.5	2.5	4.5	3	5	3.5	7	4	9	5.5	10	8	8
300% Increase in Life Extension	20/17			1.3	1.2	1.6	1.5	2	1.7	3	2	4	2.5	5	3	7	4	9	5	>10	7	>10	9	9
				1.2	1.05	1.5	1.3	1.8	1.4	2.3	1.7	3	2	3.5	2.5	5	3	6	4	8	5.5	10	7	7
35% Increase in Life Extension	19/16					1.3	1.2	1.6	1.5	2	1.7	3	2	4	2.5	5	3	7	4	9	6	>10	8	8
						1.2	1.1	1.5	1.3	1.8	1.5	2.2	1.7	3	2	3.5	2.5	5	3.5	7	4.5	9	6	6
	18/15							1.3	1.2	1.6	1.5	2	1.7	3	2	4	2.5	5	3	7	4.5	>10	6	6
								1.2	1.1	1.5	1.3	1.8	1.5	2.3	1.7	3	2	3.5	2.5	5.5	3.7	8	5	5
	17/14									1.3	1.2	1.6	1.5	2	1.7	3	2	4	2.5	6	3	8	5	5
										1.2	1.1	1.5	1.3	1.8	1.5	2.3	1.7	3	2	4	2.5	6	3.5	3.5
	16/13											1.3	1.2	1.6	1.5	2	1.7	3	2	4	3.5	6	4	4
												1.2	1.1	1.5	1.3	1.8	1.5	2.3	1.8	3.7	3	4.5	3.5	3.5
	15/12													1.2	1.2	1.6	1.5	2	1.7	3	2	4	2.5	2.5
														1.2	1.1	1.5	1.4	1.8	1.5	2.3	1.8	3	2.2	2.2
	14/11															1.3	1.3	1.6	1.6	2	1.8	3	2	2
																1.3	1.2	1.6	1.4	1.9	1.5	2.3	1.8	1.8
	13/10																	1.4	1.2	1.8	1.5	2.5	1.8	1.8
																		1.2	1.1	1.6	1.3	2	1.6	1.6

300% Increase in Life Extension

35% Increase in Life Extension

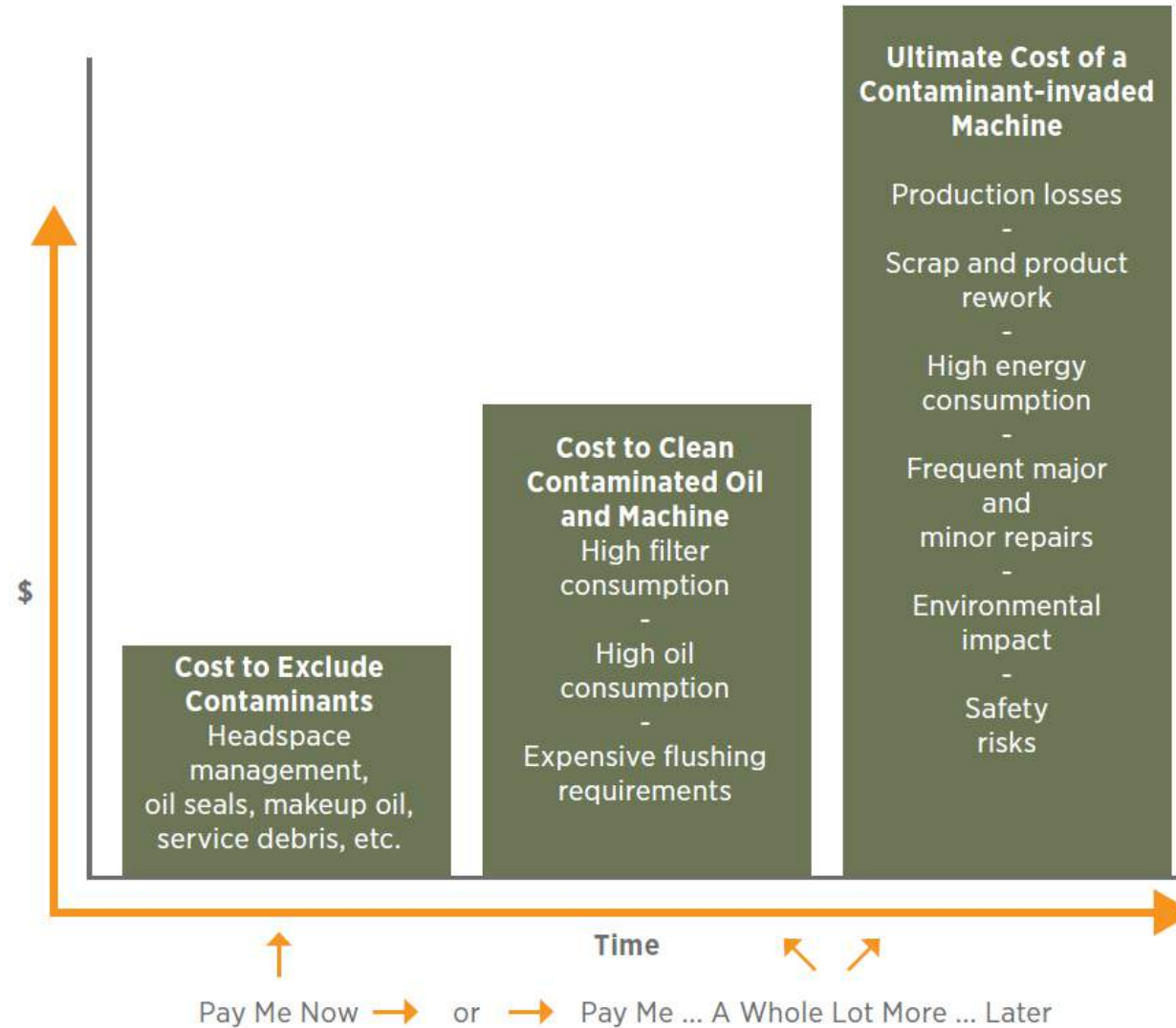
Table Legend

Hydraulics and Diesel Engines	Rolling Element Bearings
Journal Bearings and Turbo Machinery	Gear Boxes and Other

Based on ISO 4406:99 - 4 micron range number has been omitted.



# Getting the Waste Out of Contamination Control



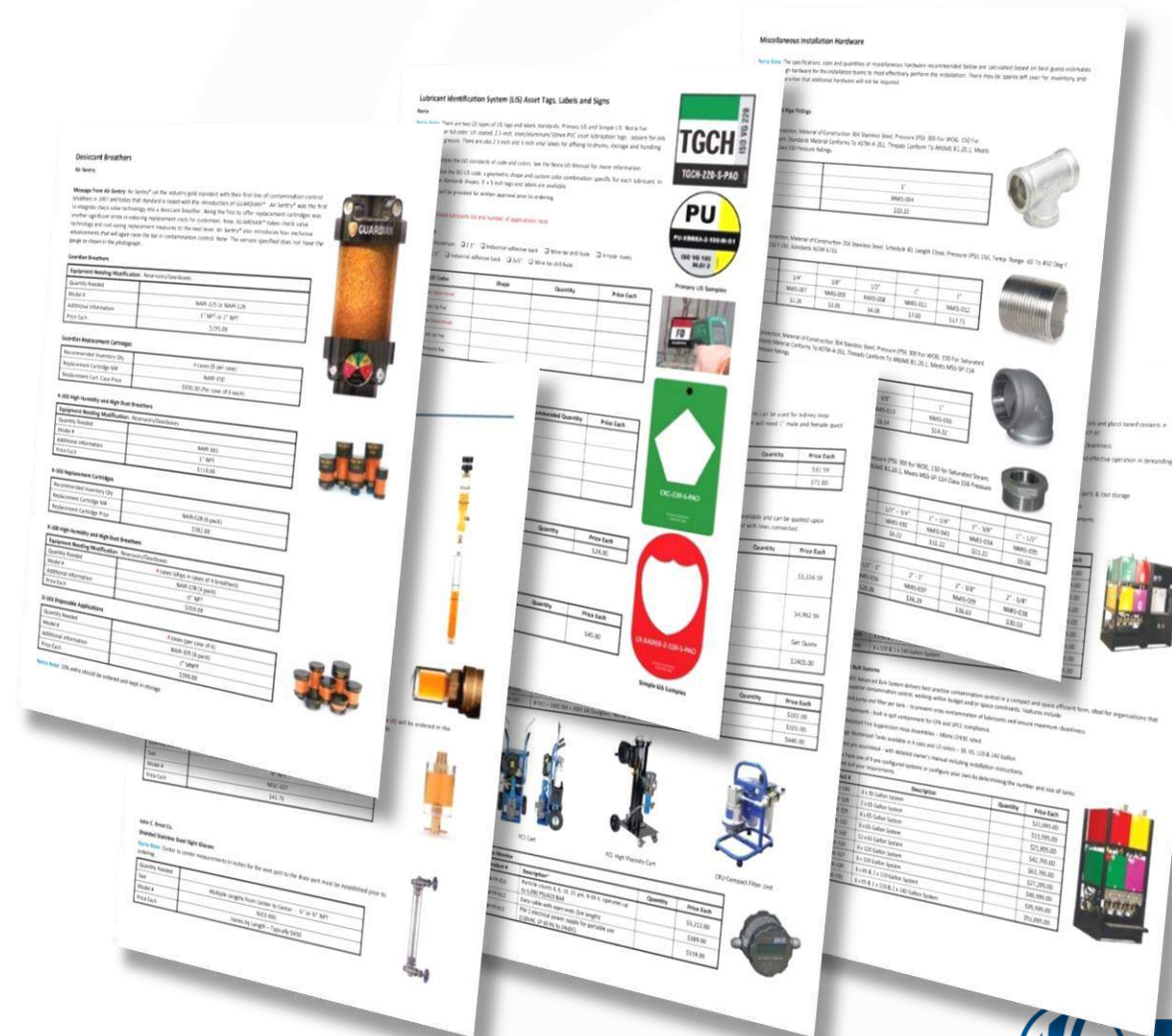
### **3. Quality Lubrication, Tools and Machine Readiness**

Readying machines for wellness and maintainability

As the old-timers are retiring, so must many of their tools and methods

# Precision Procedures Define the Optimized Use of Tasks, Skills, Tools and Methods

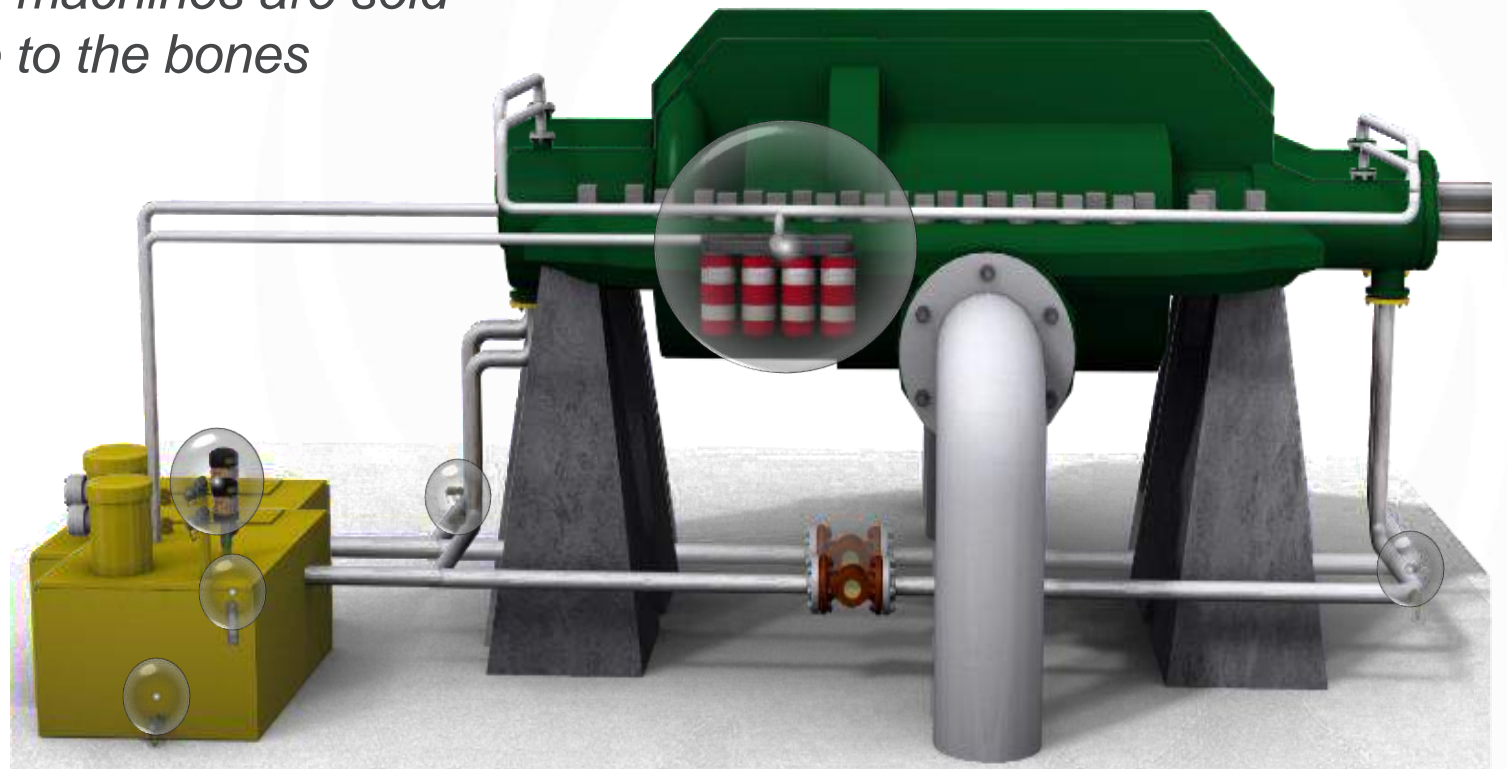
- Storage and Handling
- Inspection
- Lubrication
- Contamination Control



# Getting Machine Modifications Right

- Breather
- Oil fill port
- Filtration
- Oil level inspection
- Oil sampling port
- Oil fill method/location

*New machines are sold bare to the bones*





# The Lube Room is the Centerpiece of your Lubrication Program

- Cutting corners builds a culture of mediocracy
- Pigpen lube rooms become pigpen machines
- Be fussy and demanding about the right tools, pumps, hoses, grease guns, dispensing gear, totes, etc.
- Lubrication excellence starts with lube room excellence



# Contents of a Well-equipped Lube Room



Filtered lubricant containers

Grounded drums

Area for filtration carts

Cabinet with doors

Sealed and clean filling containers

Scoreboard

Washing area

Workbench

Leak containment



## 4. Getting Lubricant Selection Right

Lubricants are what we buy. Lubrication is what we do

# False Economies of Lubricant Selection

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## The Lure of Cheap Oil

Attempting to save money by buying economy-formulated lubricants for the wrong application

## False Promise of Forgiveness

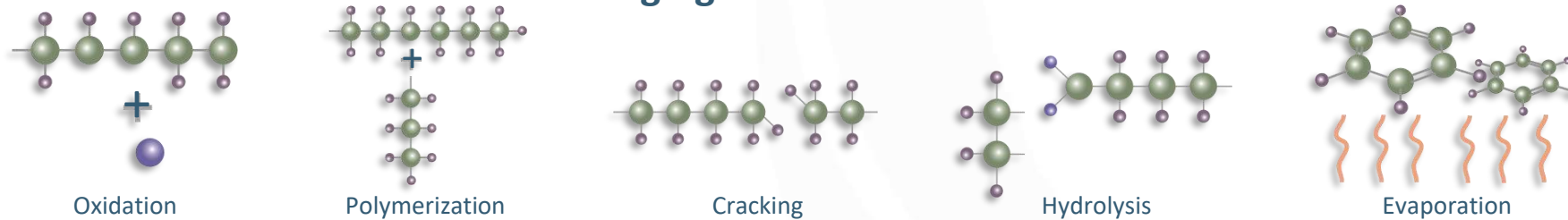
Attempting to remedy bad lubrication practices by buying expensive premium lubricants

# The Oil Aging Process...No, It Doesn't Last Forever

## Causes of Oil Aging



## Aging Mechanisms



## Which alter fluid properties

Physical

Density, Viscosity

Chemical

Acid Content, Sludge

## and decrease useful life

Sludge

Corrosion and Wear

# These Lubricant Additives Don't Exist

- **Anti-dirt**
- **Sludge Pacifier**
- **Soot Terminator**
- **Oil Starvation Deactivator**
- **Cheap Basestock Enhancer**
- **Excessive Grease Decomposer**
- **Water Zapper**
- **Glycol Neutralizer**
- **Wrong Oil Inhibitor**



# Finding Real Economies in Your Lubricant Spend

	GEAR OIL	HYDRAULIC FLUID	TURBINE OIL	MOTOR OIL	TOTAL
Current Annual Spending	\$70,000	\$120,000	\$180,000	\$40,000	\$410,000
1. Precision Optimum-life Lubricant Selection	-\$15,000	-\$5,000	-\$21,000	-\$4,000	-\$45,000
2. Proactive Lubricant Life Extension	-\$13,000	-\$3,000	-\$12,000	-\$3,000	-\$31,000
3. Optimizing the Relube Interval	-\$6,000	-\$15,000	0	-\$5,000	-\$26,000
4. Reducing Package Waste	-\$1,200	-\$2,200	0	0	-\$3,400
5. Reducing Leakage	-\$500	-\$22,000	0	0	-\$22,500
Optimized Annual Spending	\$34,300	\$75,800	\$147,000	\$28,000	\$285,100
Percent Cost Reduction	51%	37%	18%	30%	30%
Annual Savings	\$35,700	\$44,200	\$33,000	\$12,000	<b>\$124,900</b>



## **5. Oil Analysis and Inspection**

Constant performance measurement, reporting and course corrections are signs of good maintenance culture

*It's hard for a machine to fail  
without **the lubricant**  
knowing about it first*

# The Flight Data Recorder in Your Oil

Your Oil is Talking...



But are You Listening?

## But First, Who's Going to Answer these Questions?

- Right machines to sample?
- Right sampling frequency?
- Right sampling location?
- Right sampling procedure?
- Right lab selection?
- Right tests to perform?
- Right alarms and limits?
- Right data interpretation strategy?

# Oil Analysis Done Four Ways... The Optimum Chose is?

## Unattended Real-time Sensors

Sensors are permanent and dedicated to a single machine or group of machines



**Real-time**

## Non-instrument Field Inspections

Frequent & intense examination of sight glasses, magnetic plugs, etc., using multiple sensory techniques



**Daily**

## Portable Field Instruments and Tests

Portable instruments and methods are used at machines, typically without bottle sampling



**Routine**

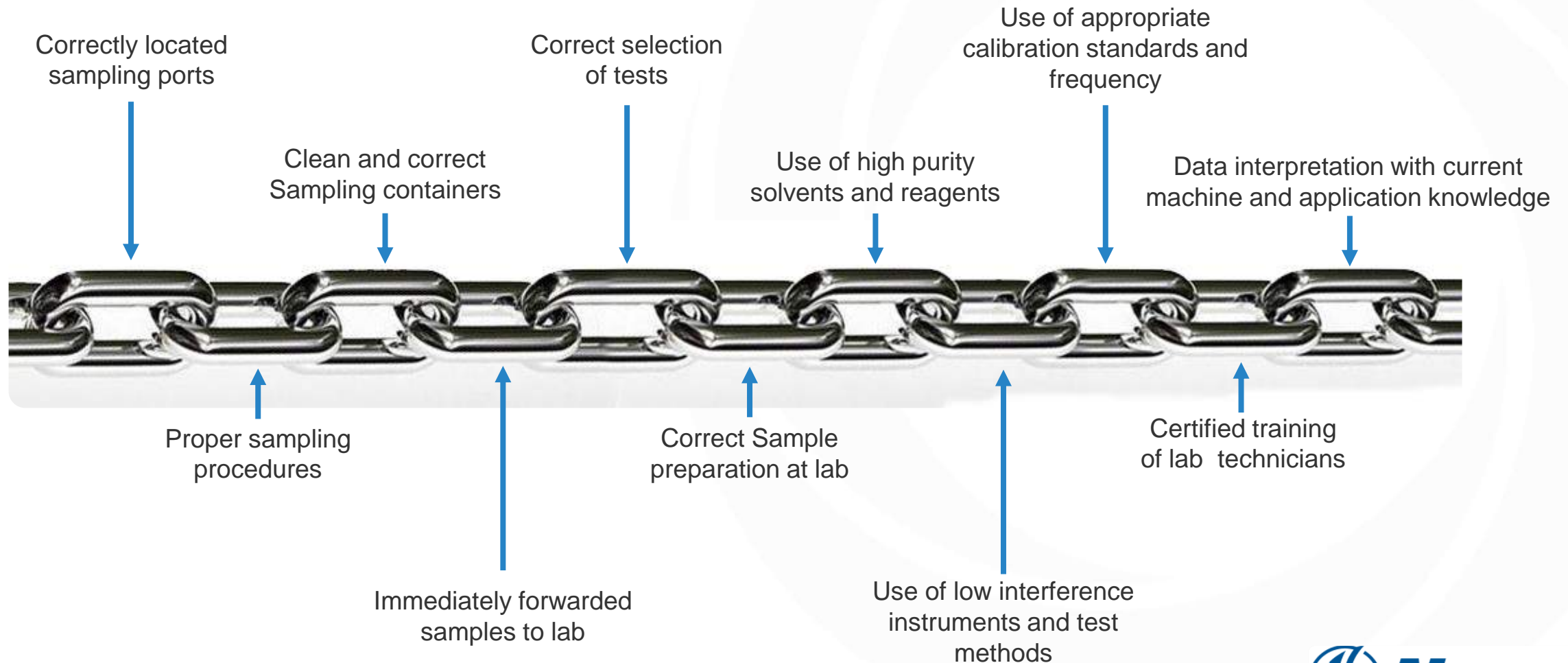
## Laboratory Analysis

Bottles are sent to an in-house or commercial lab for analysis



**Periodic**

# Oil Analysis Integrity Begins with the Sample



# Three Categories of Oil Analysis

	1. Fluid Properties Physical and chemical properties of used oil (aging process)	2. Contamination Fluid and machine destructive contaminants	3. Wear Debris Presence and identification of wear particles
What is analyzed			
Particle counting	○	●	◐
Moisture analysis	○	●	○
Viscosity analysis	●	◐	○
Ferrous density	○	○	●
Analytical ferrography	○	◐	●
AN/BN	●	◐	◐
FTIR	●	◐	○
Patch test	○	●	◐
Flash point	◐	●	○
Elemental analysis	●	◐	●
	Proactive	Proactive	Predictive

- Primary benefit
- ◐ Minor benefit
- No benefit

# Remember these Hidden Objects Puzzles from Highlights Magazine?

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Can you find the  
objects on the list?

What if you didn't  
have the list?

Could a super-  
computer find  
them?



- Kite
- Flashlight
- Cowboy boot
- Whale
- Balloon
- Slice of pie
- Bird
- Tea cup
- Compass
- Ice cream cone
- Magnifying glass
- Rhino head
- Banana

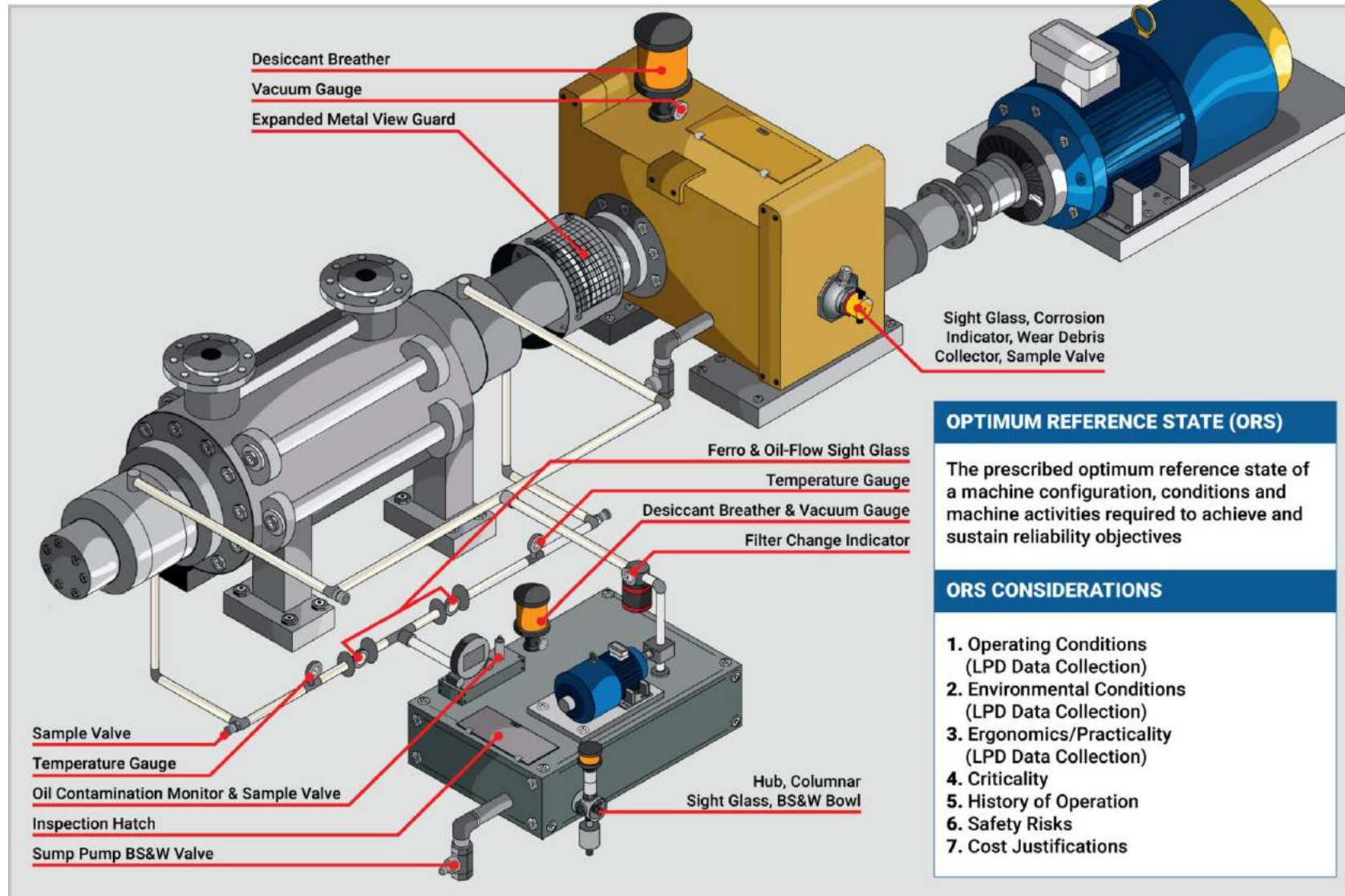
# Can You See the Ten Reportable Conditions in this Sump?



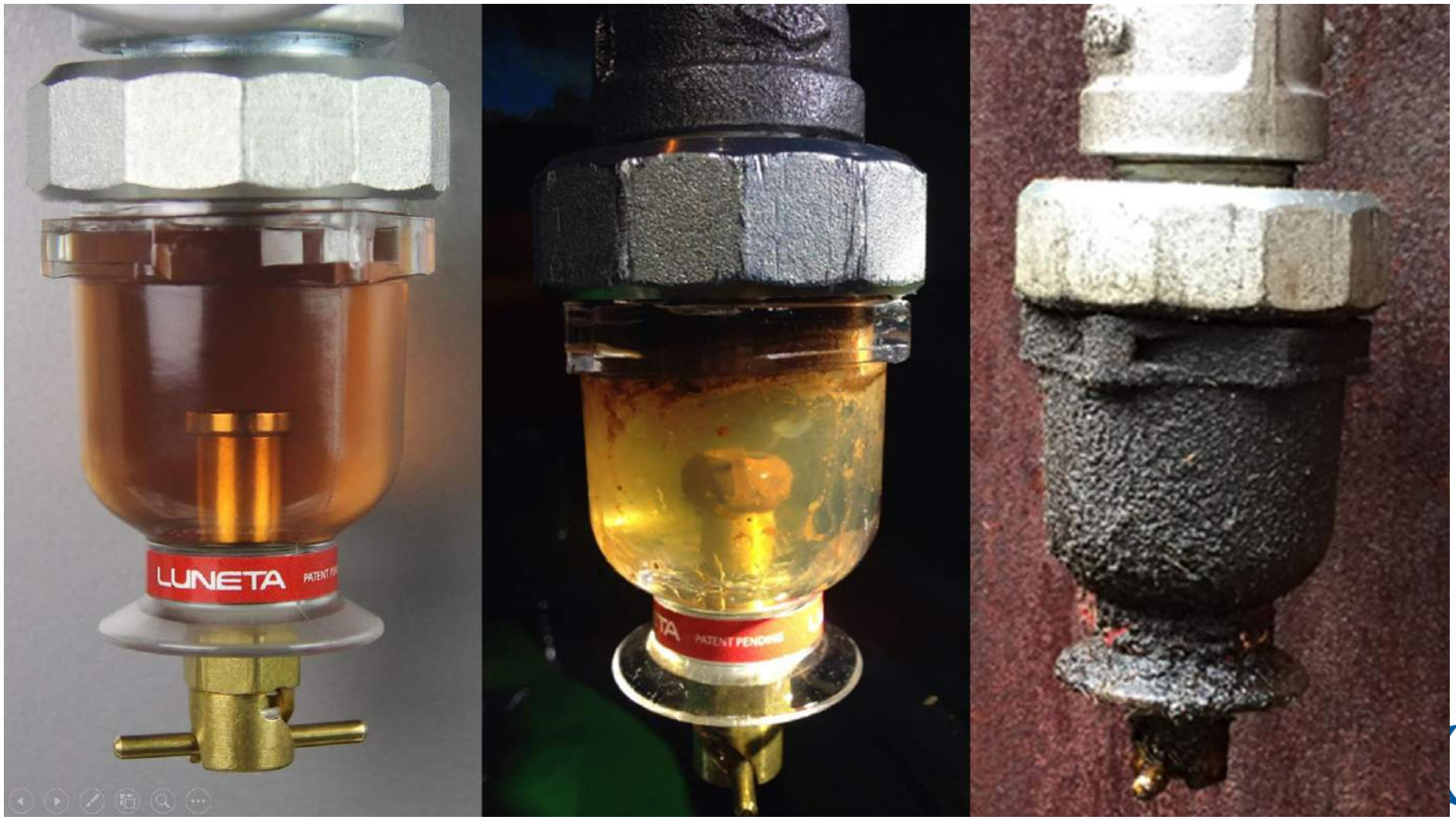
- How many would have been reported by your current inspection program?
- Or by your laboratory from a sample of oil?
- Or by your vibrate program?



# Machine Inspection Modifications



# What Should You do Immediately if You Saw These?

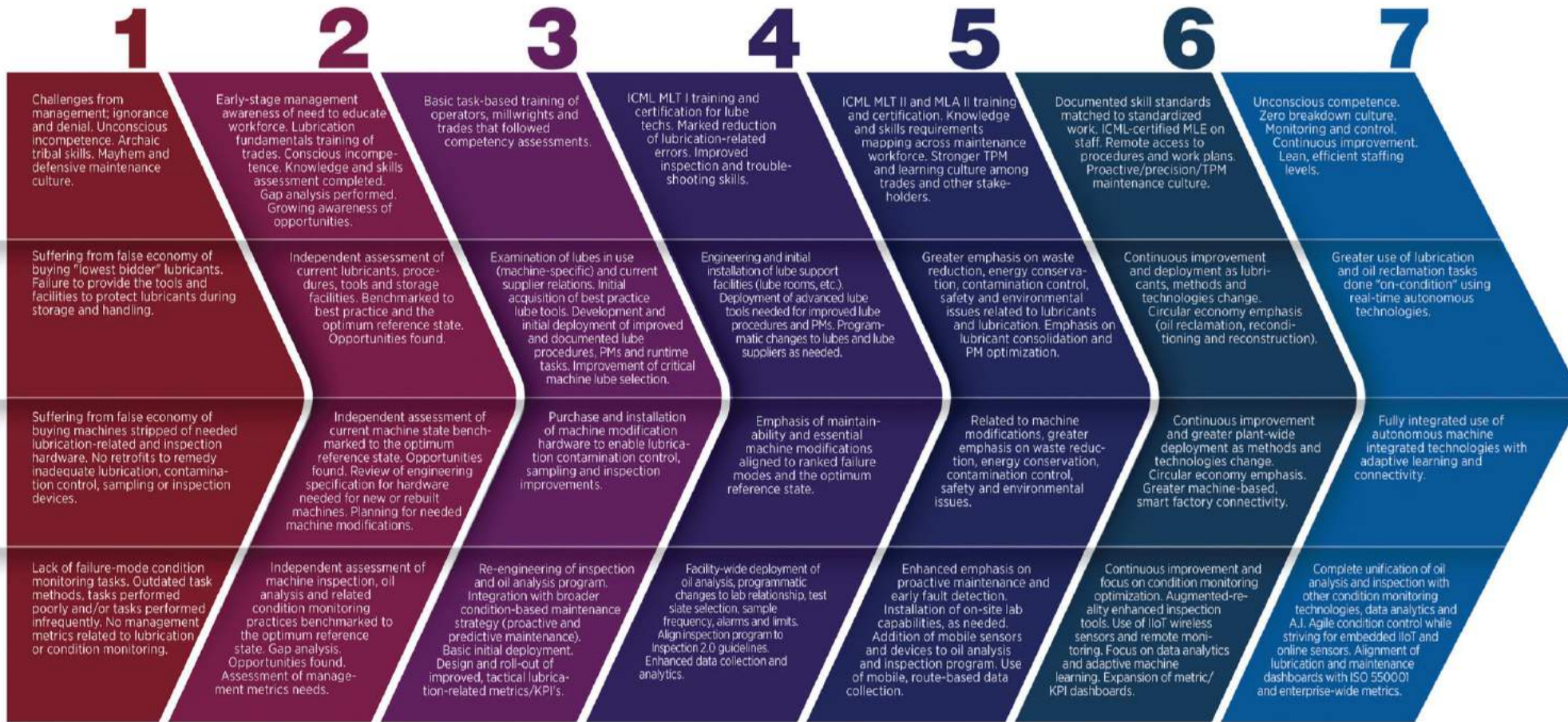


***Don't  
Assume  
They  
Already  
Know***



# A Lubrication Management System (LMS) is the Heartbeat of a Lubrication Program





**Survival**

- Crisis and breakdown maintenance.
- High management turnover.
- Pretending to save money by not investing in reliability.
- Entrenched old-school or business-as-usual practices.

**Awareness**

- Basic management awareness.
- Conscious incompetence.
- Success case study awareness.
- Planning for change.
- Looking for low-hanging fruit.

**Crawling**

- Low-budget, low-risk changes are implemented.
- Focus on low-hanging fruit.
- Pilot programs.
- Bad actor and mission critical first.

**Walking**

- Major program expansion initiatives.
- Significant investments in programmatic improvements; training, support facilities, lubricants, tools, machine modification, route-based CMMS, inspection and condition monitoring.

**Running**

- System-wide deployment of lubrication program transformation plans.
- Stakeholder support to attain lubrication asset management compliance. (ICML 55.1).
- Focus on expanded waste reduction, energy conservation and environmental issues.

**Optimizing**

- Focus on program optimization initiatives (Optimum Reference State).
- Vision alignment across functional groups, suppliers and customers.
- Greater mission criticality and risk-based initiatives.
- Investments in wireless technologies.

**Sustaining**

- Sustainability mixed with an aspirational reliability culture.
- Holistic asset management (ISO 55001) integration.
- Corporate, enterprise-wide mandated support and deployment.
- Industry 4.0/5.0 integration.

# Navigating the Journey



*The World Rewards Action*



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& CONFIABILIDAD  
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**16**  
EDICIÓN

# iGRACIAS!

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