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## Training for Reliability: Real-World Impact of Knowledge and Certification in Lubrication

**Bryan Coggins**

Chief Executive Officer  
ICML

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Marketing Director  
ICML



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# “Building a Culture of Excellence with Properly Trained and Motivated ICML-Certified Personnel Will Improve Results.”

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## Who is ICML?

- Certification Exams for Machine Lubrication and Oil Analysis Competency
- Credentials with Global Market Value
- Vendor-neutral, Nonprofit, Independent Industry Partner Since 2001



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## ICML Credential Benefits to Employers and Facilities

### Repeatable, Reliable, Scalable Lubrication Programs Improve Measurable Machine Reliability

- **Reliable Benchmark** for supporting personnel decisions
- **Objective Assurance** of staff knowledge competency
- **Standard Method** to identify and address training gaps
- **Quality Assurance** of vendors



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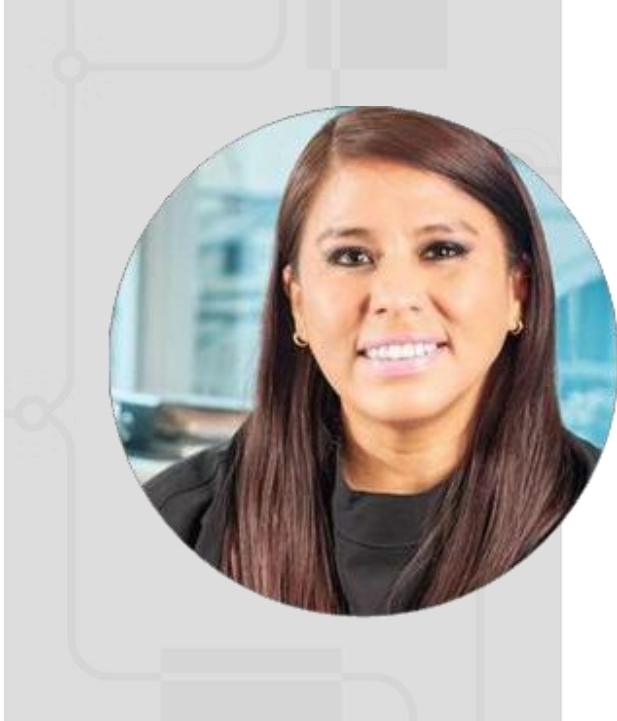
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### Who ICML Serves

- Lubrication Technicians
  - Specialty Badges for Food Processing and Varnish Identification & Mitigation
- Machine Lubricant Analysts
- Laboratory Analysts
- Machinery Lubrication Engineers



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***“Pursuing certification is not just a personal choice – it’s a technical responsibility with direct impact on safety, efficiency, and the profitability of industrial assets.”***

Rocio Rupay Aguedo, MLE, MLT I  
Head of the Technical Department  
Isopetrol Lubricants del Peru



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**“Financial Performance  
Usually Improves  
When Risk is Mitigated  
and Managed.”**

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## Without Standardized Certifications

What You See:	Results You Get:
Inconsistent Skills & Knowledge	Different Methods, Variable Results
Weakest-Link Failures	Poorly Trained Technicians Undermine Programs
Poor Contamination Control	Debris/Water Reduce Asset Life
Ignored Predictive Data	Lack of Discipline Leads to COSTLY Downtime

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## Without Standardized Certifications

What You See:	Results You Get:
No Program Sustainability	Turnover Undermines Best Practices Culture
Low Management Confidence	Failure to Secure Consistent, Adequate Investment in Training
Lack of Excellence Culture	Higher Repair Expenses, Costly Downtime
Compliance Risks	Regulatory Fines, Reputational Damage

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# “You Can Achieve Predictive Power by Measuring and Managing Variables with Consistency and Accuracy.”

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## Case Study #1: Vale Vitória's Pelletizing Plant 8

On Track to  
Save **\$238,353** USD  
in 2025



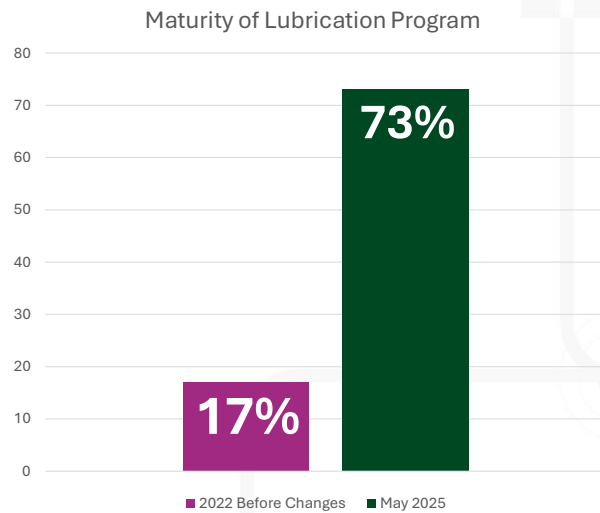
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## Baseline Program Assessment

Independent consultant retained to assess and identify program areas that could be improved



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## Successful Tactics Implemented at Plant 8

- **100% ICML-Certified Team**
- Dedicated Lube Room
- Identified and Labeled All Lubrication Points
- Lubrication Extensions and Single Point Lubricators
- Accessories for Contamination Control



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# 100%

**14 MLT I-II**

Machinery Lubrication Technicians

**3 MLA II**

Machine Lubricant Analysts

**3 MLE**

Machinery Lubrication Engineers

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## Vale Plant 8 Projected 2025 Savings:

**\$238,353 USD**

Plant Emissions ↓ **70%**

Lubrication Route Time ↓ **90%**

Oil Change Intervals ↑ **from 11 to 60 months**

Verifiable **First Year SAVINGS = \$151,600 USD**
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# 53x

**VERIFIABLE ROI** Related  
to **ICML Certification** of  
Lubrication Personnel  
Resulting in a Successful  
and Sustainable Program



**Less Than \$4,500 USD**  
to Certify 100% of the Team

**\$238,353 USD**  
Projected Savings for 2025

## 53x ROI!!!!

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**Intentions.  
Probabilities.  
Decisions.  
Reliability.**

**> DRIVE RESULTS <**

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## Case Study #2: Biotech Manufacturing Plant

Oil Analysis Program  
Changes Resulted in a  
**45% Cost Reduction**



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## Conditions Before Program Implementation



**Oil Sampling:** Inconsistent, Non-Programmatic

**Burdensome:** 7 Steps, Mandatory Shutdown, ^90 Permits Each

**Calendar-based:** Unnecessary Oil Changes & Lubrication

**Wasteful:** Annually Disposing ~500 Liters of Used Oil

**Sampling Cost:** € 121,212 (Two Years)

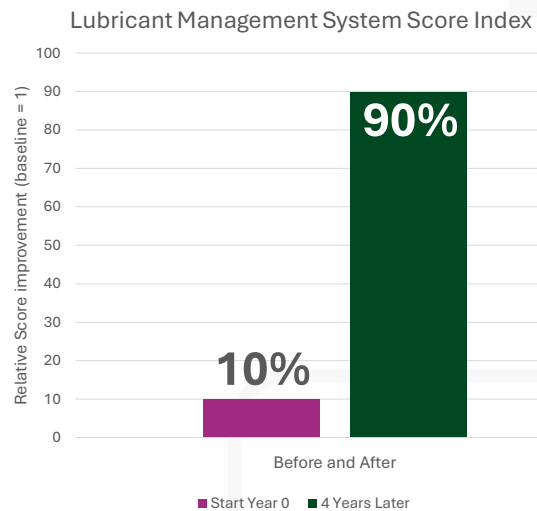
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## Baseline Program Assessment

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## Program Changes at the Biotech Plant

- Training for SOPs, ICML Certifications
- Data-driven Decisions by MLA Certificants
- Condition-Based v. Calendar
- Streamlined from 7 to 3 Steps
- Introduced Sampling Best Practices



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## Impact of ICML-certified Personnel



- Program Design & Planning
- Effective Data Interpretation (Oil Analysis, RCA) and Maintenance Actions
- Inspired Management Confidence:
  - Accurate Diagnoses
  - Cross-coordination with Other CBM
- Established New SOPs for Consistent Best Practices

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## Biotech Plant Enjoys Annual 45% Cost Reduction



Sampling Program **Cost** ↓ 45% = €27,600/yr Average

Used **Oil Waste** ↓ 500 Liters/Year = €11,100

Targeted **Asset Coverage** ↑ to 98%

**Machine Downtime and Expenses Were Reduced While Production Availability Increased.**

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# 54x

**VERIFIABLE ROI** Related to **ICML Certification** of Lubrication Personnel Resulting in a Successful and Sustainable Program

**Less Than € 715**

to Certify 60% of the Team with MLT I and MLA II & III

**€ 38,700**

Average Savings Per Year

## 54x ROI!!!!



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## CMC MEXICO *Brújula* – ICML Credentials



- *Structured Training + ICML Certification:*
  - *Transforms Operational Outcomes*
  - *Creates Economic Value*
  - *Positions Practitioners as Asset Managers*
- *Assures Competency:*
  - *Extends Lubricant Viability*
  - *Improves Equipment Reliability*
  - *Enhances Personnel Engagement*

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**The Question is:**  
**“Without a Properly Trained,  
ICML-Certified Staff,  
Will a Lubrication Program EVER  
be Where it Needs to Be?”**

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**iGracias!**

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