

Improve reliability & uptime. Reduce maintenance costs.

Preserve capital asset value.

### **Lab***Tec*<sup>™</sup> Fluid Analysis Program

Independent ISO 17025 A2LA Accredited Testing Services Provided by POLARIS Laboratories, LLC

#### **SWEPCO's Lab**Tec<sup>sM</sup>

#### Fluid Analysis Program ...

Today's highly competitive marketplace poses unprecedented challenges for commercial and industrial users of petroleum products.

To help meet these challenges, Southwestern Petroleum Corporation is proud to offer the SWEPCO LabTec<sup>SM</sup> Fluid Analysis Program.

The SWEPCO LabTec<sup>SM</sup>
Fluid Analysis Program
is a diagnostic, preventive
maintenance tool invaluable
to the monitoring and
evaluation of lubricant and
equipment conditions in a
wide variety of applications.

### What Can SWEPCO LabTec<sup>s™</sup> Fluid Analysis Do for You?

- Extend oil drain intervals
- Extend equipment life
- Identify minor problems before they become major failures
- Maximize asset reliability

Imagine being able to see exactly what's happening inside an engine, a transmission or a gearbox. Imagine being able to see the damage even extremely minute wear particles and debris can do by simply floating around in the oil circulating within a system. Problems can be found before they become failures and less unscheduled downtime means increased production and profitability.

Regular sampling and TREND analysis - monitoring test data over an extended period of time - will provide the information you need to continually maximize asset reliability and, ultimately, decrease lubrication related costs. Whether you're a seasoned veteran or a first-time sampler, fluid analysis puts you on track for well-managed, cost-effective equipment maintenance.

#### **High Quality Testing**

All testing is performed by an ISO 17025 A2LA accredited laboratory. This is the highest level of quality attainable by a testing laboratory and it is backed by the most stringent accrediting body in the industry. You can be confident that the results you receive are accurate, repeatable and traceable to a recognized industry standard. Beyond that, your fluid analysis program is supported by a documented quality system. You can depend on SWEPCO to deliver superior testing and customer service.

#### Step I: Establish Your SWEPCO Lab TecsM Account

Southwestern Petroleum, in partnership with POLARIS Laboratories, has developed a simple process for establishing and maintaining your customized fluid analysis program. For initial account set-up, simply complete a SWEPCO Lab*Tec*<sup>SM</sup> Account Set-Up Form (along with your first SWEPCO Lab*Tec*<sup>SM</sup> Sampling Equipment & Supplies Order Form as explained in Step 2) and fax both forms to SWEPCO at 1-800-736-5823. Forms are available from your SWEPCO Field Service Representative or by calling 1-800-359-5823. You will then be assigned a username and password for your account that will allow you online access to your reports and information.

#### **Customer Service Contact information**

SWEPCO Lab*Tec*<sup>sM</sup> Laboratories Phone 1-888-758-8812 Fax 317-808-3751 <u>custserv@polarislabs.com</u>

#### **Laboratory Shipping Addresses**

SWEPCO Lab*Tec*<sup>SM</sup> Laboratories 7898 Zionsville Road P.O. Box 68983

Indianapolis, IN 46268

SWEPCO Lab*Tec*<sup>SM</sup> Laboratories 3060 W. California Avenue, Suite B P. O. Box 30820

Salt Lake City, UT 84130-0820

SWEPCO Lab*Tec*<sup>SM</sup> Laboratories 10910 W. Sam Houston Parkway North

Suite 700

Houston, TX 77064

SWEPCO LabTec<sup>SM</sup> Laboratories

5140 75th Street

Edmonton, Alberta T6E 6W2

Canada

Additional information about the SWEPCO Lab*Tec*<sup>SM</sup> Fluid Analysis Program is available by calling 1-800-359-5823.





#### Step 2: Choose Test Packages & Sampling Supplies

Order the Test Packages and Sampling Supplies that meet your maintenance program's objectives using SWEPCO's Lab*Tec*<sup>SM</sup> Fluid Analysis Program Order Form. Test packages are available for oils, diesel fuels, engine coolants and metalworking fluids. When ordering sampling supplies, consider these points:

#### Select the Right Equipment

SWEPCO's Lab*Tec*<sup>SM</sup> Fluid Analysis Program is best used to monitor your most critical equipment, equipment with large fluid volumes or wherever extending fluid life can provide cost savings. Auxiliary equipment, very small units and idle machines may not be good candidates for fluid analysis.

#### **Determine Sampling Intervals**

Original equipment manufacturers' drain recommendations provide a good starting point for setting oil sampling intervals. However, you may want to consider more frequent sampling for equipment that is critical to production or equipment that is subjected to challenging environments, such as hot, dirty operating conditions, short trips with heavy loads or excessive idle times.

#### **Determine Proper Sampling Points**

In a re-circulating lube system, the sampling point is selected based on your fluid analysis objectives. If you are interested in fluid cleanliness and providing maximum equipment protection, locate your sampling point after the supply-line filters and before the fluid enters the lubricated component. If you are trying to identify abnormal operating conditions or component wear, the best sampling point is from the return line upstream of any filtration. Critical systems could have multiple sampling points.

#### Sampling Supplies



Test Package Kits come with all consumable supplies needed for the number of pre-paid tests ordered, including Sample Bottles, Shipping Containers and Labeling Sheets that include bar-coded component registration forms, prepaid bar-coded sample labels, tracking labels and shipping container labels.







Needle Probe Valves accept disposable cap/tube/needle assemblies that save time and prevent sample contamination. Push Button Valves are fast, safe and do not require tubing to obtain samples. Both valves are available in several sizes for systems with 5 to 750 psi. Vacuum Pumps extract samples from non-pressurized systems. The pump is attached to a sample jar. Clean tubing is attached to the pump and inserted into a dipstick tube or a reservoir to draw the sample. See SWEPCO's LabTec<sup>SM</sup> Fluid Analysis Program Order Form for a complete listing of all sampling equipment and supplies.

**Test Package SO1** provides comprehensive testing for all engine, gear box, transmission, hydraulic, turbine, compressor and general industrial oils. **SO2** adds detailed partical analysis for determing cleanliness of the oil. **Test Packages SF1 and SF2** are for analysis of diesel fuel characteristics. **Test Package SC1** is for analysis of ethylene or propylene glycol engine coolants. And **SM1** is for testing of metalworking fluids.

SWEPCO LabTec <sup>sM</sup> Test Packages	<b>SO1</b> Advanced Oil Analysis	SO2  Advanced Oil  Analysis With Particle Count	<b>SF1</b> Basic Diesel Fuel	<b>SF2</b> Advanced Diesel Fuel	SC1 Basic Engine Coolant	<b>SM1</b> Basic Metalworking Fluid
11 Wear Metals by ICP						
3 Contaminant Metals by ICP						
5 Additive Metals by ICP						
5 Multi-Source Metals by ICP						
Water Content - % Volume by Crackle/FTIR (if free water detected - will run by Karl Fischer)				100		
Water Content % by Karl Fischer	<b>**</b> *	<b>***</b>				
Viscosity @ 40C						
Viscosity @ 100C						
Fuel Dilution - % Volume by FTIR	<b>**</b>	<b>**</b>				
Soot - % Volume by FTIR/Wilks	<b>■</b> **	_ **				
Oxidation by FTIR						
Nitration by FTIR						
Total Acid Number						
Glycol (if positive, reported in Comments section)	<b>**</b>	<b>■</b> **				
Particle Quantifier/Particle Count (with ISO rating)*		<b>*</b>				14.5
Calculated Cetane Index						
Distillation						
API Gravity						
Water & Sediment						
Bacteria, Fungi, Mold						
Lubricity F-LC						
Cold Filter Plug Point F-CF						
Sulfur Content						
рН						
Glycol % (Ethylene or Propylene Glycol)						
Freeze Point						
Boil Point			2.0			
Nitrite						
Total Dissolved Solids						
Specific Conductance						
Visuals (color, oil, fuel, magnetic precipitate, non-magnetic precipitate, odor & foam)						9
Chlorine by XRF						
Sulfur by XRF						
Fat - % Volume by FTIR						

<sup>\*</sup> Partical Quantifier is run for engines and unfiltered gear boxes; Laser Optical ISO Particle Count is run on all other components. \*\* Run only for diesel and gasoline engines. \*\*\* Run if free water detected in non-engine applications.



### It's simple ...

#### **Step 3: Registering Components**

Components must be registered and given a Unit ID number before samples are processed. Component Registration Forms are included with every sample kit for this purpose. Fill one out only when sampling a component for the first time or to notify the laboratory of a change in component and/or oil information that has already been registered.

- Fill out the Component Registration Form completely and accurately
- Include it in the black mailer with the sample jar
- Use this form only for first-time samples or changes in unit or oil information previously submitted
- As an alternate, you can log on to your account to enter component information and establish unit ID numbers or submit a spreadsheet or other listing with the required information

#### **Step 4: Drawing Samples**

All samples should he taken from the same predetermined locations and at the same interval each time.

- Take samples while equipment is operating or immediately after shutdown while the system is still at operating temperature so wear metals and contaminants don't have an opportunity to settle
- Always use a new sample bottle
- When sampling oil that is still in service by drawing the sample from valves, be sure to clean the valve before drawing the sample and dispose of the first ounce of oil drawn
- When using a vacuum pump, always flush the pump and replace tubing between samples



Component Registration Form



Vacuum Pump & Tubing

## everything is supplied

#### **Step 5: Preparing Sample Labels**

Sample jar labels are included with every sample kit. Complete a sample jar label for every sample submitted to the laboratory. Be sure the information is complete and accurate to insure proper testing and accurate analysis.

- Fill out the sample jar label completely and accurately
- Include all unit and fluid information requested including unit ID, type of component and position, time on both the fluid and the unit and whether or not fluid has been added or changed
- Fill in the unit's ID on the removable tracking number sticker located to the right of the sample label and retain for your records

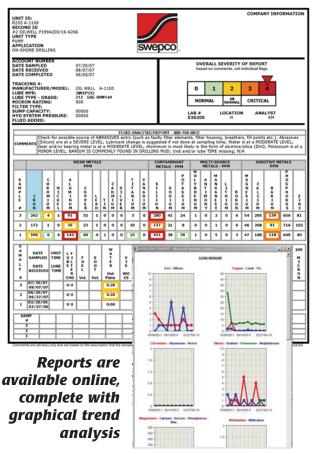
#### Step 6: Mailing Samples

As soon as samples are drawn and labeled, they should be mailed to the lab nearest you. Return labels for all labs are included in every sample kit.

- Complete and attach the return address label for the closest lab to the black shipping container
- Put the labeled sample jar in shipping container
- Include Component Registration Form (if the sample is from a component that has not been registered yet or a component that has had changes in unit or oil information)
- Ship by trackable mail service such as FedEx or UPS
- As soon as it is received by the lab, it is logged in and you are able to track testing progress at www.trackmysample.com



### **How To Read SWEPCO's**



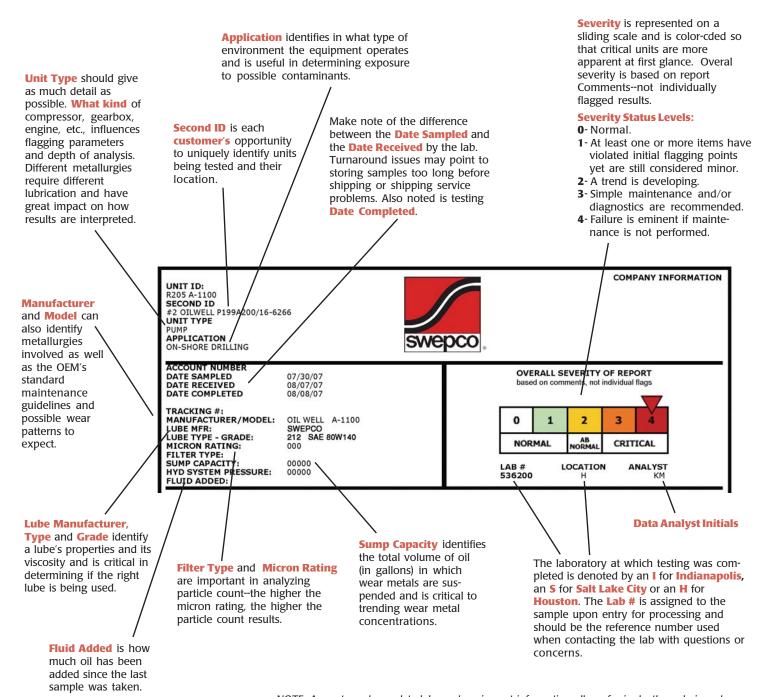
#### Step 7: Retrieving Test Reports

Your sample reports will be available online almost immediately after processing is complete or they can be emailed or faxed. Additional management reports allow you to affect positive changes in your daily maintenance practices by graphically monitoring trends, keeping sampling schedules on track, identifying bottlenecks in turnaround time and summarizing unit problems that could influence future purchasing decisions. And you have control over an extensive range of personal application settings and preferences that give you the power to put the information you need most in front of you first.

- Track sample processing at www.trackmysample.com
- Get test results online almost Immediately after testing at www.eoilreports.com
- Keep sampling schedules on track
- Identify bottlenecks in sample turnaround time
- Identify problem units that may need replacement
- Affect positive change in your daily maintenance practices



# Lab Tec Fluid Analysis Reports

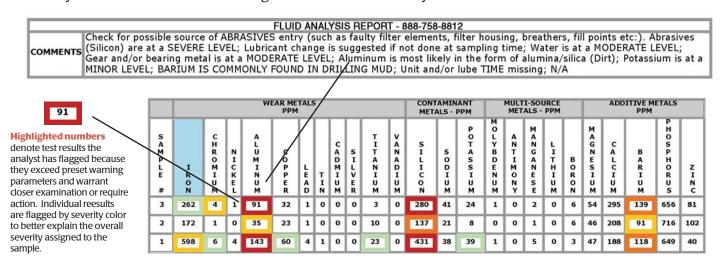


NOTE: Accurate and complete lube and equipment information allows for in-depth analysis and recommendations and can eliminate difficulties that can occur when interpreting results. The laboratory will request additional unit and lube information if the sample label is incomplete. FAILURE TO SUPPLY ALL INFORMATION WILL RESULT IN DELAYED AND/OR INCOMPLETE REPORTING.

### **How To Read SWEPCO's**

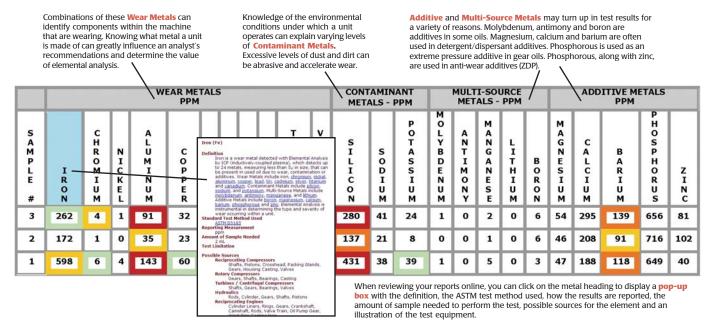
#### Recommendations

A data analyst's job is to explain and, if necessary, recommend actions for rectifying significant changes in the lubricant or the unit's condition. Reviewing comments before looking at the actual test results will provide a road map to the report's most important information. Any actions that need to be taken are listed first in order of severity. Justifications for recommending those actions immediately follow.



#### **Elemental Analysis**

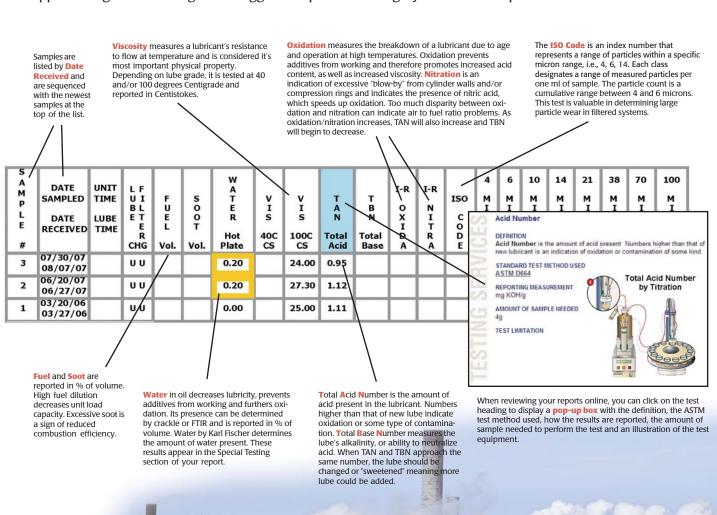
Elemental Analysis, or Spectroscopy, identifies the type and amount of wear particles, contamination and oil additives. Determining metal content can alert you to the type and severity of wear occurring in the unit. Measurements are expressed in parts per million (ppm).



# Lab Tec Fluid Analysis Reports

#### **Test Data**

Test results are listed according to age of the sample-oldest to most recent, top to bottom-so that trends are apparent. Significant changes are flagged and printed in the gray areas of the report.



# ... the world's most technologically advanced lubricants.

Everybody talks quality. But oil is NOT oil. And all greases are NOT created equal. There is a *difference* and

that difference manifests itself throughout your entire operation . . . from up-time and productivity, to reliability, to capital asset preservation, to competitiveness, to cost control and profitabil-Nothing says ity. quality like performance and nothing proves performance like the real world experience of SWEPCO Customers.

The source of SWEPCO Quality is ingredients . . . from the very finest raw materials like high performance base stocks that don't thicken excessively at low temperatures or thin out at high temperatures . . . to proprietary synergistic additive chemis-

try like *LUBIUM*® and *DIMONYL*® . . . to the purest grade of "technical fine" Molybdenum Disulfide . . . to exclusive services like SWEPCO's *LabTec*<sup>SM</sup> *Fluid Analysis Program, Cost Improvement Analysis* and *Energy Star® Partner Program* that help you project and document the profit enhancing impact of SWEPCO Lubricants on your operation. Our goal is producing the world's most

technologically advanced lubricants . . . lubricants that yield ultimate protection for our Customers. **SWEPCO Products are** specifically designed to lower your total cost of lubrication by extending lubrication cycles, reducing lubricant consumption, cutting energy costs, reducing both scheduled and unscheduled maintenance downtime, reducing lubrica-

tion labor, prolonging equipment life, reducing waste oil disposal costs and reducing parts replacement costs. Let your SWEPCO Field Service Representative show you how SWEPCO Lubricants can help you *keep it running*.







#### Products of SPX Technology<sup>SM</sup>.

... the cutting edge performance SWEPCO Customers have come to expect since 1933

















Southwestern Petroleum Corporation