



# FLUID AND CONDITION MONITORING

MONITORING THE CONDITION OF VITAL FLUIDS TO PROVIDE VISIBILITY  
OF ASSET PERFORMANCE AND HEALTH.





# ONE OF THE LARGEST AND MOST SOPHISTICATED FACILITIES OF ITS KIND

OUR UK FLUID ANALYSIS LABORATORY IS ONE OF THE LARGEST AND MOST SOPHISTICATED FACILITIES OF ITS KIND IN THE UK AND CATERS TO CUSTOMERS ACROSS THE GLOBE.

Every year we test over 225,000 fluid samples from all makes and models of machines and equipment, employed in mission critical applications across a diverse range of markets including:

- **Construction**
- **Renewable energy**
- **Healthcare**
- **Information technology**
- **Agriculture**
- **Quarrying**
- **Rail**
- **Commercial marine**

Carrying out tests on a regular basis and comparing results with historical data enables us to make proactive recommendations, so action can be taken before failure occurs.

This not only significantly reduces unscheduled downtime and associated costs, but also minimises the risk of life threatening accidents, and prolongs equipment life, reducing the total cost of ownership.

## 48-HOUR RESPONSE. REAL TIME REPORTING

The whole process is very quick and easy. You will be provided with a sample kit, so you can take your own samples. These are then sent to us by post. Testing will take place within 24-hours and results are available online via our industry-leading Equipment software, within 48 hours (24 hours on request).

# THE BENEFITS OF FLUID ANALYSIS

Monitoring the condition of vital fluids, such as oil, fuel and coolants, provides visibility of asset performance and health across your entire business enabling you to:



## REDUCE MAINTENANCE COSTS

Servicing equipment when necessary, rather than adhering to a rigid maintenance schedule, can help significantly reduce the total cost of ownership of your equipment.



## MINIMISE UNSCHEDULED DOWNTIME

Identifying faults early can reduce the risk of vital components failing unexpectedly, which could lead to extended periods of downtime and result in large costs.



## OPTIMISE EQUIPMENT LIFE

Fluid analysis can help protect vital components from unnecessary wear and tear, prolonging equipment life.



## SCHEDULE REPAIRS AND MAINTENANCE

Analysing oil and other fluids, such as fuel and coolants, will allow you to keep a close eye on the condition of vital components and schedule repairs and maintenance around your operations, reducing unscheduled downtime.



## REDUCE WASTE AND ENVIRONMENTAL IMPACT

Only changing fluids when they need replacing maximises efficiency and reduces waste.



## EXTEND OIL LIFE

Changing oil based on its condition ensures that you get maximum value from every litre used and minimises the cost of disposal.

# TESTING AND ANALYSIS SERVICES

We offer a full range of testing and analysis services, which are tailored to each individual customer's needs. These include:



## OIL

Oil is the lifeblood of your machine. Samples are tested for metal and water contamination, abrasive wear, viscosity, acidity and cleanliness. This allows us to accurately predict your equipment's remaining life, as well as identify changes in component condition and highlight wear trends, which can be the difference between minor repair and major failure.



## COOLANT

Around 50% of all engine downtime can be attributed to problems associated with the cooling system. These problems can also be spread to the transmission and hydraulic systems. Our coolant analysis service offers a simple, low-cost way to evaluate the chemistry of your coolant, check for contaminants and monitor the condition of your cooling system.



## FUEL

Fuel analysis identifies impurities that could lead to injector blockages, impair operational efficiency and increase wear and tear on other vital components. Our state-of-the-art testing apparatus can detect organic contaminants such as fungi, yeast and bacteria, the presence of which can lead to cost repairs and increase the risk of unscheduled downtime.



## DIESEL EXHAUST FLUID (AD BLUE)

Like all liquids, diesel exhaust fluid is susceptible to contamination when it is moved from one vessel to another. Our bespoke testing service provides you with assurance that any diesel exhaust fluid that is transferred is still within specification and free from dilution and contamination.



## TRANSFORMER OIL

Monitoring the condition of transformer oil is vital to the efficient running of any equipment and prevent failure of electric power distribution, which can compromise safety and lead to high repair costs and extended downtime.



# WHY CHOOSE US

- **Your kit has everything you need** we don't charge extra for bottles or tubing
- **Delivery charges included** we even cover the cost of the return postage to the lab
- **Every sample matters** we don't use automated systems, every sample is analysed by a dedicated expert
- **Express service** we process emergency samples urgently at no extra cost
- **Dedicated account manager** your dedicated account manager will review all of your samples and work with you throughout the process.
- **Something wrong? We'll let you know** if we think your sample requires urgent attention we won't just email you, we will pick up the phone to tell you
- **Competitive pricing** we are fairly priced so peace of mind needn't cost you a fortune
- **Experts in the field** with a network of highly trained individuals with extensive engineering knowledge, your samples and equipment are in safe hands
- **Tailored to you and your business** our reports and sample kits can be tailored to match your brand

**EVERY SAMPLE MATTERS.  
WE DON'T USE AUTOMATED SYSTEMS,  
EVERY SAMPLE IS ANALYSED BY  
A DEDICATED EXPERT.**



# ANALYSIS IN ACTION

Our industry leading online reporting system allows you to view up-to-the-minute information and historical data – at any time of the day or night, from anywhere in the world. As soon as your sample has been analysed and the report compiled, the results are emailed directly to you, and posted online.



**WITH EQUIPMENT COMMANDER,  
A SIMPLE TRAFFIC LIGHT SYSTEM  
ALLOWS YOU TO SEE AT A GLANCE  
WHICH SAMPLES REQUIRE  
ATTENTION.**

# BESPOKE SERVICES

Our business is all about keeping your business up and running, at all times. The more we know about your business, the more we can do to help. Our aim is to build long-term working relationships with our customers so that we can provide each and every one of them with a service that is tailored to their individual needs.

## CONSULTANCY SERVICE

Our industry-leading consultancy service has been specifically developed to help our customers optimise the performance of their equipment, maximise operational efficiency and lower operating costs.

Our team of specialists work with you to identify sample requirements and the best means of monitoring mission critical equipment to ensure maximum uptime.

- Each customer has their own dedicated account manager, backed up by an expert team of analysts and engineers
- Ongoing requirements are discussed at regular one-to-one meetings
- Reports and recommendations are always created by the same technician, allowing them to build up in-depth knowledge of your fleet
- Equipment Commander forecasts wear patterns improving the reliability and productivity of each and every machine you operate

## SPECIALIST SERVICES

We offer a range of specialist services, which can be accessed separately or as part of a bespoke preventative maintenance package. These include:

### MAGNETIC PLUG DEBRIS ANALYSIS

Analysis of the particles on magnetic plugs provides advance warning of wear and possible failure.

### CONDITION MONITORING

Our Finsight condition monitoring team compare fluid analysis results with information from various other sources including engineer reports and live satellite feeds that are transmitted directly from the heart of each machine. This enables them to build up a complete picture of equipment health and make recommendations to prevent unpredicted failure.

### FUEL SOLUTIONS

We offer a total fuel package from bulk tank inspections, to advanced on-board testing that enables you to identify potential problems before they become major issues.





## TRUSTED BY EXPERTS

Tried and trusted in a diverse range of industries from quarrying, mining, construction and agriculture, to rail, transport, marine, power generation and defence.

## SERVICE EXCELLENCE

We offer a personal service tailored to the needs of each customer. Results are available within 48 hours of receipt of the sample (24 hours on request) and accessible online 24/7.

## WORLDWIDE CAPABILITY

Our expertise is renowned all over the world and attracts customers from across the globe, from the freezing winds of Iceland and the Northwest Territories to the heat drenched Outback of Australia.

## OVER 40 YEARS EXPERIENCE

Finning pioneered fluid analysis and remains at the forefront of its evolution today, working alongside partners, such as Leeds University, we are developing the next generation of analysis techniques to provide ever more detailed results.

## TECHNOLOGY LED

Our Fluid Analysis service uses the latest technology including online reporting to ensure you have the data you need, when you need it.

Our specialist condition monitoring team, Finsight, can provide a complete picture of the health of every machine in your fleet, by comparing fluid analysis results with electronic engineer reports and live satellite feeds direct from the heart of the machine.

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