

# The Hidden World of Fluid Management

Equipment Fleet Management  
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# A Machine is Talking to us... But, Are We paying Attention?

The torque converter lock-up is sending fault codes

The coolant PH is too high and it is low in OA

The brakes are chattering

The engine is having issues with soot

There is a leak in boom cylinder

The engine is having oil dilution beyond 5%

Inspection reports high oil level

Telematics show high idle utilization

The hydraulics have high particle counts and dirt

The engine oil appears milky

The transmission shows high aluminum

The differential oil lacks LS additive



# Agenda and Expectations

- ❑ A changed world in technology
- ❑ A changed world in fluids
- ❑ Fluid analysis is still an underutilized tool
- ❑ Get acquainted with the changes
- ❑ Measure the challenges
- ❑ Take home some initiatives and implement changes that will impact your operation

Agenda

Expectations

# Agenda

- ❑ Part I - A changing World
  - ❑ Engines and oils
  - ❑ Coolants
  - ❑ Hydraulics and Fluids
  - ❑ Fuel
  - ❑ DEF Diesel Exhaust Fluid
- ❑ Part II - The power of CBM tools
  - ❑ Oil analysis
  - ❑ Coolant analysis
  - ❑ Fuel Analysis
  - ❑ Inspections
  - ❑ Telematics

Part I

A changing world

What has changed?

Engines

Hydraulics

Fluids



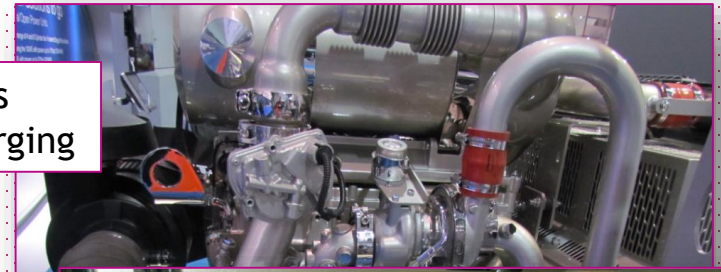
# Modern Engines

T3, IT4, FT4

Top ring location and cooled piston head



Series turbocharging



High Pressure Common Rail



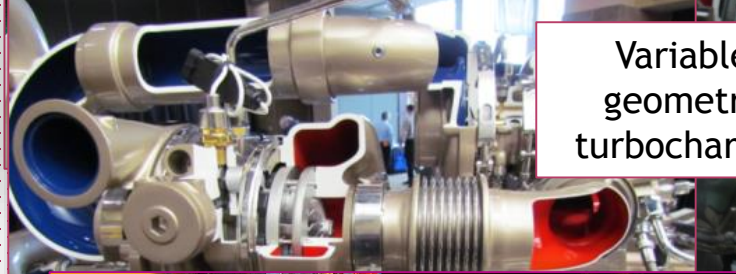
Cooled EGR



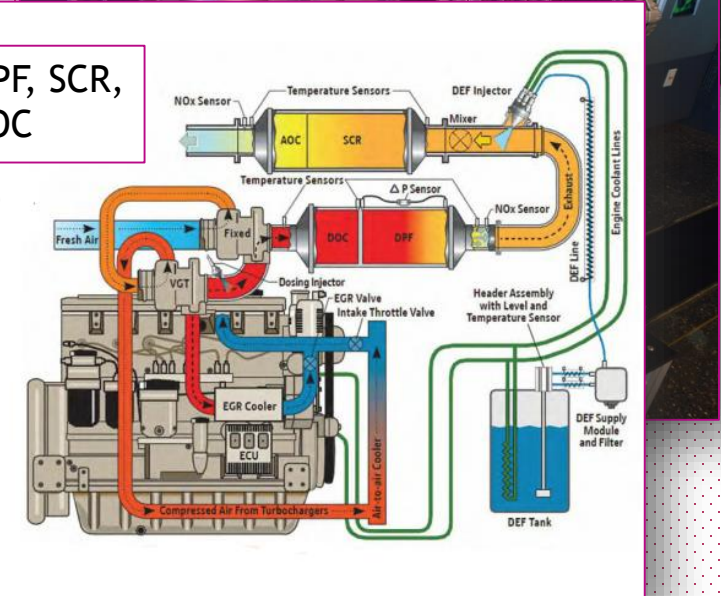
Increased engine controller capacity



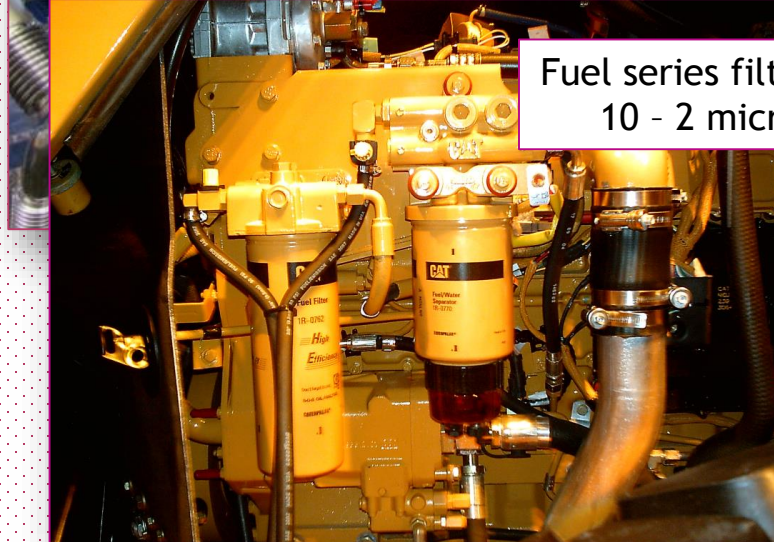
Variable geometry turbocharger



DOC, DPF, SCR, AOC



Fuel series filtration 10 - 2 micron



# Engine Changes Over The Years

## Cooled Turbocharger



- ❑ Pilot injection and ramp-up injection are feasible thanks to electronics, in pursuit of **stoichiometric combustion**
- ❑ For this reason, **engines run hotter**  
-----
- ❑ Engines breathe better through additional valves and more advanced turbocharging
- ❑ Room for mistakes in maintenance has narrowed, especially on **engine overheating tolerance, TBN/TAN ratio and fuel cleanliness**

# Fluid Changes Over The Years



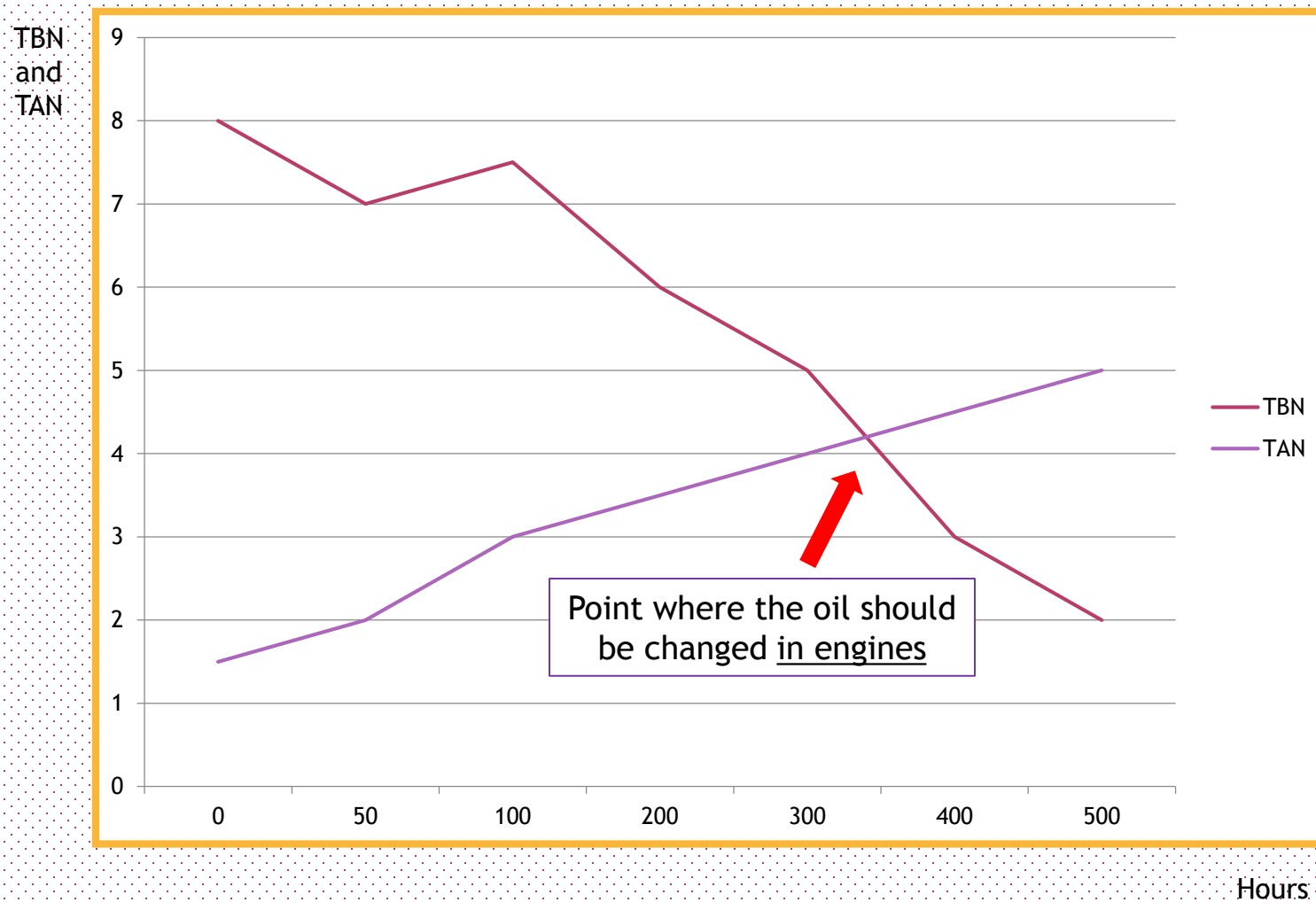
- ❑ **Oils** contain less TBN and still need to cope with increased acid neutralization and oxidation resistance requirements
- ❑ **Oil** flow has increased so it can be used to complement cooling
- ❑ **Coolants**- Because of added heat, they new coolants are the norm
- ❑ **Fuel** is injected at pressures that are 12 times higher than 20 years ago and at speeds that exceed 1250 MPH.
- ❑ **Fuel** needs to be much cleaner than hydraulic fluid
  - ❑ **Fuel dilution** is occurring
  - ❑ **Fuel** relies on additives to protect injection system
- ❑ **Soot formation** could be a challenge
- ❑ **DEF** is now in the equation

The rules of the game in maintenance have changed!



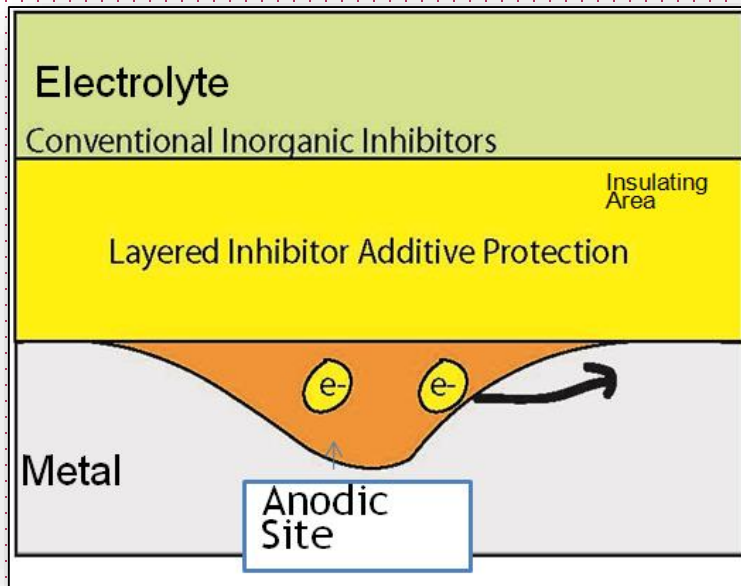
# Tan and TBN

Current Engine Oils Have Less TBN



# New Coolants Technology

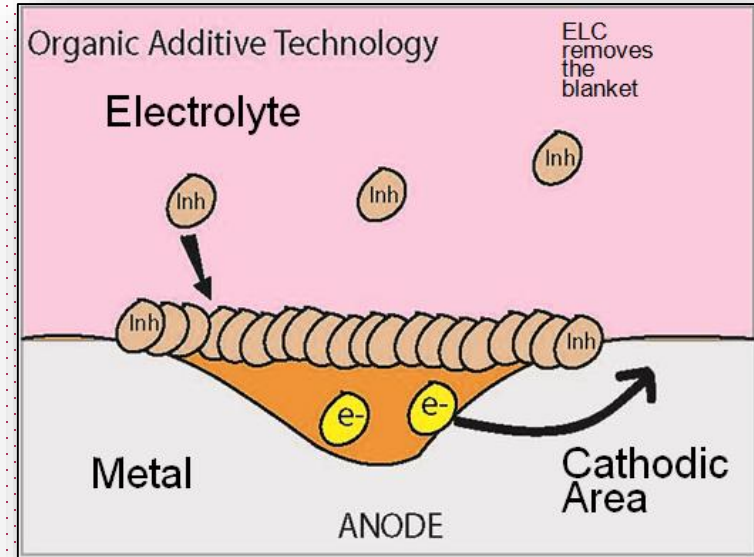
## ● Nitrite Based Coolant



Anodic



## ● OA Coolants



Cathodic

# Application Impact



- ❑ Engines need to cope with **light loads** and long **idling periods**
- ❑ They need to perform in **high altitudes**
- ❑ They need to cope with **intermittent** or stable **continuous loads**
- ❑ They might experience **fuel dilution** as part of application and/or design
- ❑ They might produce **soot**

# Consequences

## In a Changed World



**Liner Cavitation**



**Soot**

# Consequences

In a changed world



**Piston Delamination**



**Injector Failure**



# Engine

## Areas to Watch - Summary

- ❑ Temperature/Air filters
- ❑ Oil TBN/TAN
- ❑ Coolant type/Water harness
- ❑ Fuel type and cleanliness
- ❑ DEF quality and contamination
- ❑ Watch for fuel dilution, coolant leaks, soot and dirt ingestion
- ❑ Watch for critical metal generation. (Copper is no longer critical)



# Hydraulic Changes

# Modern Hydraulics

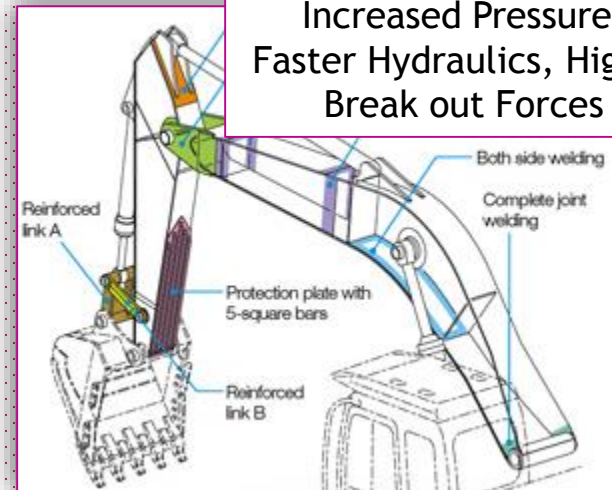
Smaller Reservoirs



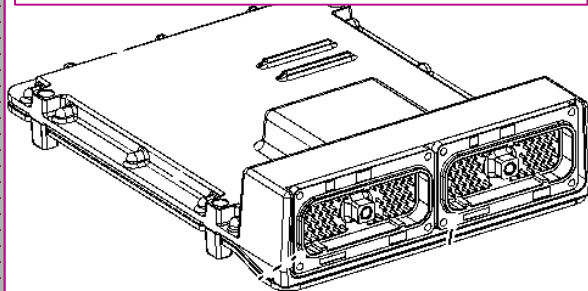
High Pressure Tandem Axial Flow Pumps



Increased Pressure, Faster Hydraulics, Higher Break out Forces



Hydraulic Pump Controller



Use of attachments



New fluids



# Hydraulic Systems

## Changes Over The Years

### Increased Pressure



- ❑ Increased **pressures**
  - ❑ Increased **break-out forces**
- ❑ **Smaller** reservoirs
  - ❑ Fluid has **less time** to cool and release air
- ❑ More **environmental concerns** with fluids
- ❑ Hydraulic **electronic control**
  - ❑ Squeezes the **power** of engine and hydraulics
- ❑ Room for mistakes in maintenance has narrowed
  - ❑ Especially on **fluid cross contamination**
  - ❑ **Water tolerance**
  - ❑ **Fluid temperature and external contaminants**

# Fluid Changes Over The Years



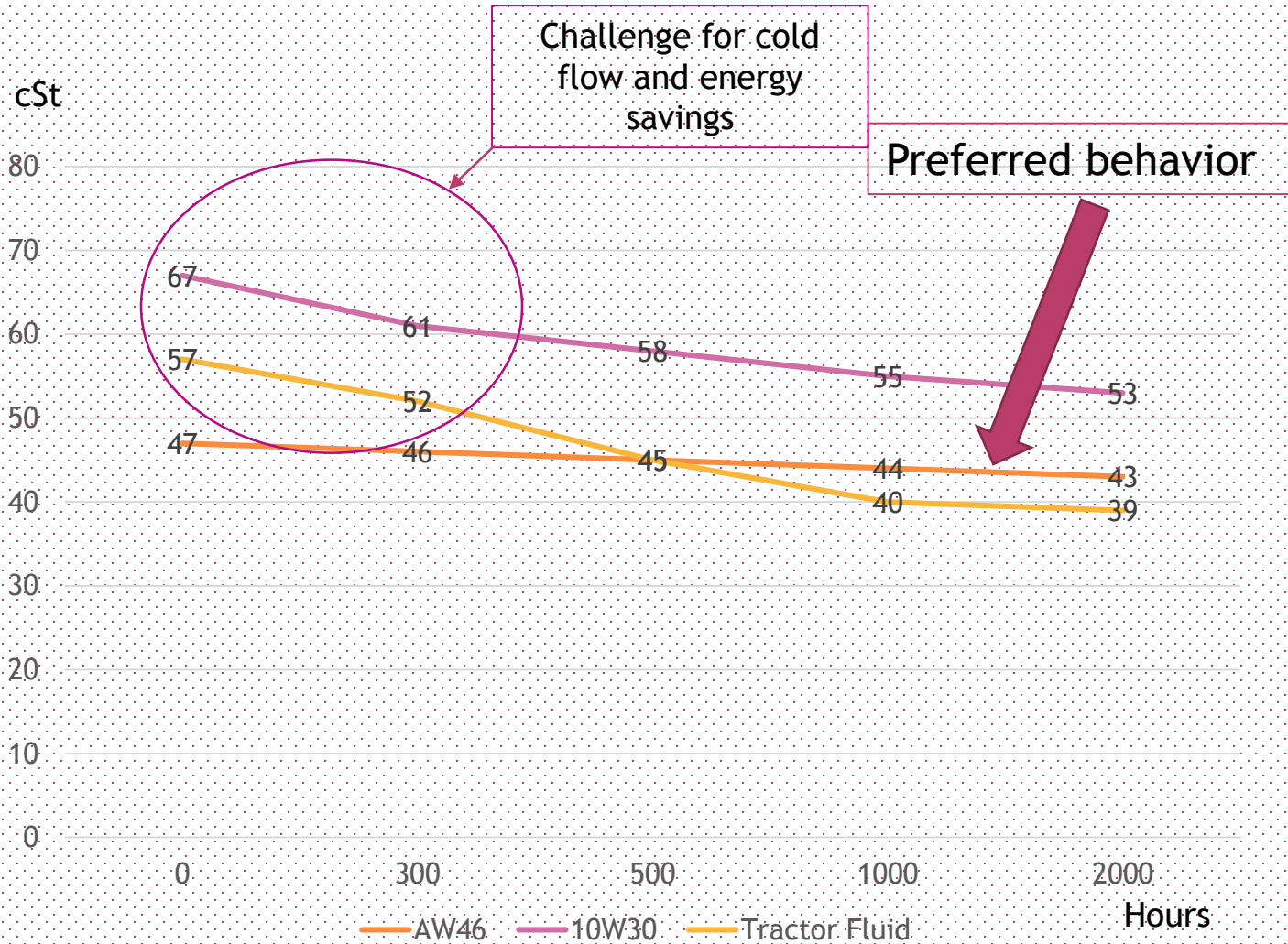
- ❑ **Fluid** needs to release air in shorter times
- ❑ **Fluid** needs to be much cleaner
- ❑ **Fluid** need to cope with increased temperature and acids/oxidation resistance requirements
- ❑ **New fluids** are becoming popular
  - Zinc free
  - Bio degradable
  - All season
  - Fire resistant

The rules of the game in maintenance have changed!



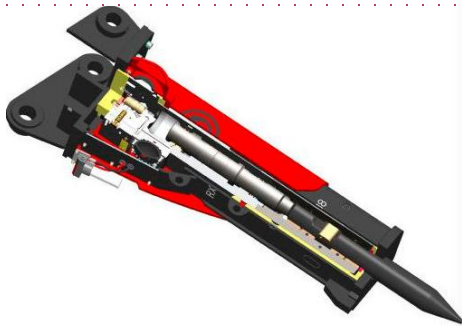
# Viscosity Curves

## Different hydraulic fluids



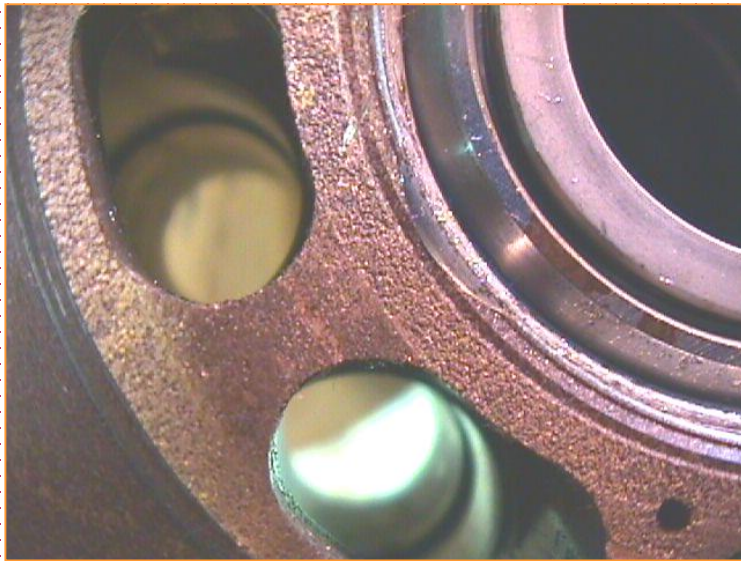
# Application

## Impact



- ❑ Hydraulics need to perform in **extreme arctic temperatures**
- ❑ Hydraulics need to cope with **high loads** and high temperature periods
- ❑ Hydraulics are exposed to **humid conditions**
- ❑ Hydraulics may be used with **high impact tools** like hydraulic hammers
- ❑ Hydraulics need to cope with **corrosive** environment

# Improper use of Fluids or Caused by the Environment?



**Etching by Lubricant**



**Pitting by water/air**

# Hydraulics

## Areas to Watch Closely

- ❑ Mixing issues, type of fluid
  - ❑ Watch for fluid signature
- ❑ Watch for copper readings
  - ❑ Aeration/Cavitation
- ❑ Watch for water
  - ❑ Karl-Fischer test
- ❑ Attachments
  - ❑ Cross utilization, dirty couplings

# Part II

## Tools

Standard Deviations

Wear Tables

Oil analysis

Coolant analysis

Fuel analysis

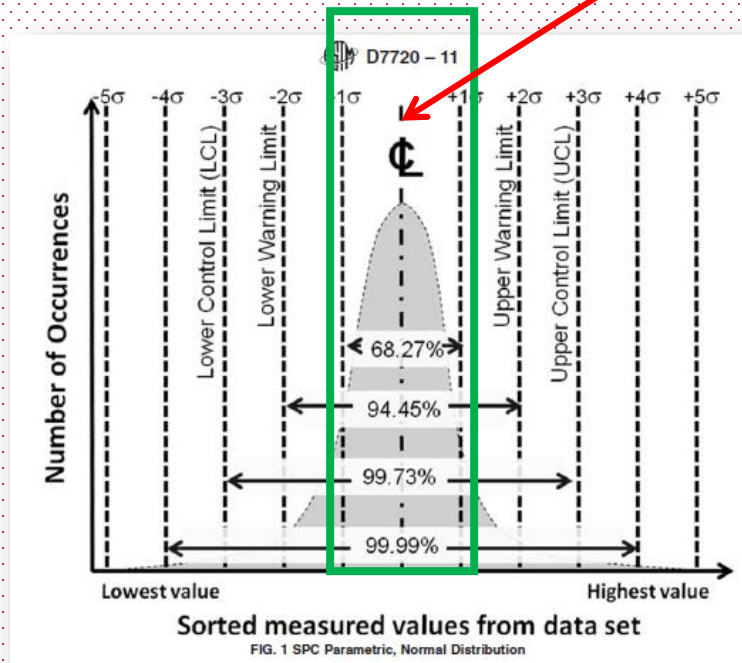
DEF testing



# Standard Deviations

## Without Them, Oil Analysis is Useless

Median Value



- ❑ The ideal distribution of wear values follows the bell shape curve as in the graphic
- ❑ In the example, 68.27% of the population falls within 1 StdDev+ and 1 StdDv-
- ❑ These values are considered normal
- ❑ The critical values start beyond +/- 2 StdDev

The Standard Deviation is a measure of how spread out numbers are

Wear Sample Data Distribution

# Wear Tables

## By Machine Model

Otherwise your results have no real meaning

Do you or you lab have the tables for your fleet?

EX850			
Hydraulic Excavators			
500 hours			
Filtered System	Normal	Abnormal	Critical
*Fe (Limit If Hrs are unknown is same as crit	<32	32	>60
Pb	<5	5	>10
Cu	<15	15	>27
Cr	<5	5	>10
Al* (Limit If Hrs are unknown is same as critical	<7	7	>11
Ni (Report Only)	<6	6	>8
Ag (Report Only)	<5	5	>8
Sn (Report Only)	<5	5	>10
Na	<21	21	>30
K	<30	30	>50
Ti (Report Only)	<5	5	>10
*Si (Limit If Hrs are unknown is same as crit	<16	16	>25

Hydraulic Sealed (Axial Pumps) Excavators (270D)			
1000 Hours			
Filtered System	Normal	Abnormal	Critical
*Fe (Limit If Hrs are unknown is same as critical lev	<100	100	>150
Pb	<7	7	>15
Cu	<10	10	>20
Cr	<9	9	>15
Al* (Limit If Hrs are unknown is same as critical level)	<9	9	>15
Ni (Report Only)	<5	5	>8
Ag (Report Only)	<5	5	>8
Sn (Report Only)	<5	5	>10
Na	<21	21	>30
K	<30	30	>50
Ti (Report Only)	<5	5	>10
Silicon Excavators* HN46	<11	11	>22

- Each type of hydraulic or engine is like a different child, each type with its application needs a dedicated table

# Fleet Management

## Smart Tools

### Oil Analysis Results and Grouping Statistics

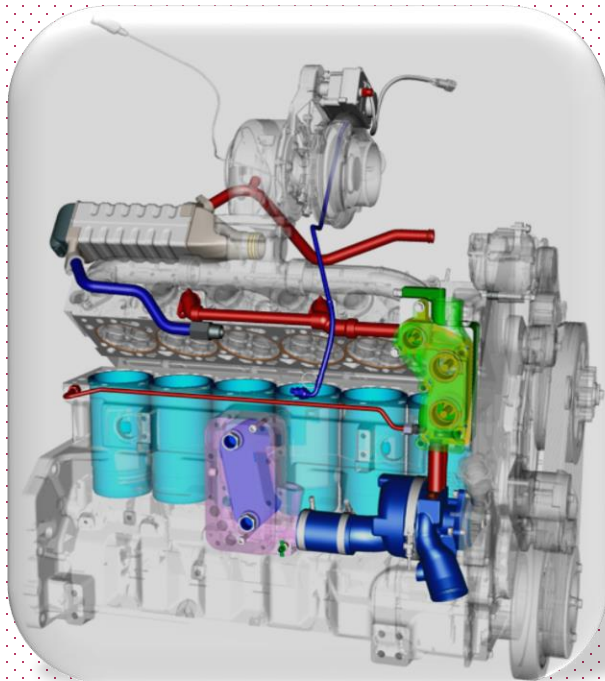


Have your  
lab calculate  
those for you

# Understanding The Messages

Engine with Coolant  
contamination

- ❑ Can have several sources
- ❑ Constituents allow  
identification



TEST	7533	0920
TIME ON OIL	Hrs	Hrs
OIL BRAND	John Deere	Unidentified
OIL TYPE	Plus-50	Unidentified
OIL GRADE	Unknown	Unknown
OIL ADDED		
FILTER	Not Applicable	
OIL CHANGED	Not Changed	Not Provided
WO NUMBER		
<b>Metals (ppm)</b>		
Iron (Fe)	11	7
Chromium (Cr)	1	<1
Lead (Pb)	3	1
Copper (Cu)	22	29
Tin (Sn)	<1	<1
Aluminium (Al)	<1	2
Nickel (Ni)	<1	<1
Silver (Ag)	<1	<1
Titanium (Ti)	<1	<1
Vanadium (V)	<1	<1
<b>Contaminants (ppm)</b>		
Silicon (Si)	7	10
Sodium (Na)	445	172
Potassium (K)	255	54
Water (%)	<0.05	<0.05
Coolant	Yes	Yes
Fuel (%)	<1	<1
Soot (%)	0.6	0.03
<b>Additives (ppm)</b>		
Magnesium (Mg)		
Calcium (Ca)	748	61
Barium (Ba)	1277	3632
Phosphorus (P)	<1	<1
Zinc (Zn)	800	1436
Molybdenum (Mo)	1123	1685
Boron (B)	38	107
<b>Physical Tests</b>		
Viscosity (cSt 100C)	13.6	15.4
<b>Physical / Chemical</b>		
Base Number (mgKOH/g)	9.4	10.4

# Key Observations

Where is the leak? - **Coolant**

- How to recognize it?
- How do you determine if the leak is through liners?
- Reduced copper readings



Coolant leaks by liner cavitation

	diagnosis	diagnosis	diagnosis	diagnosis	diag
xCr	34	15	24	20	
xPb	2	<1	1	1	
xCu	29	1	1	3	<1
xSn	15	8	2	1	1
xM	5	<1	<1	<1	<1
xNi	7	4	5	6	3
xAg	<1	<1	<1	<1	<1
xTi	<1	<1	<1	<1	<1
xV	<1	<1	<1	<1	<1
xSi	39	5	7	10	<1
xNa	1114	49	<1	<1	3
xK	785	22	5	<5	1
xCOOLANT	Yes	No	No	No	6
xWater	<0.05	<0.05	<0.05	<0.05	No
xSoot	0.5	0.2	0.6	0.4	<0.05
xFUEL	<1	<1	<1	<1	0.6
xMg	911	719	20	20	<1
xCa	2268	1583	3655	3365	11
xP	1036	1108	1472	1167	3424
xZn	1248	1101	1781	1507	1055
xMo	352	247	118	93	1460
xB	206	192	106	99	67
xBa	<1	<1	106	99	64
IS100	15.1	15.0	<1	<1	<1
	9.4	7.2	15.4	14.8	15
			10.5	9.3	

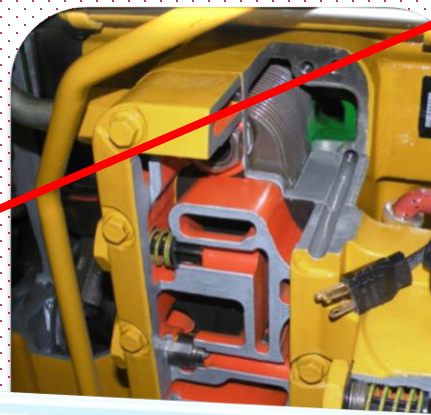


# Key Observations

## Contamination - Coolant

❑ How do you determine the coolant leak is through oil cooler...

By the high readings of copper in both, coolant and oil analysis



Test Info	diagnosis	diagnosis	diagnosis
xFe	38	29	26
xCr	1	<1	1
xPb	18	2	2
xCu	88	6	2
xSn	<1	<1	<1
xAl	4	3	3
xNi	3	<1	<1
xAg	<1	<1	<1
xTi	<1	<1	<1
xV	1	<1	<1
xSi	17	8	4
xNa	807	81	156
xK	457	136	71
xCOOLANT	Yes	Yes	Yes
xWater	<0.05	<0.05	<0.05
xSoot	0.4	0.91	1.50
xFUEL	<1	<1	<1
xMg	18	18	11
xCa	4182	3659	2907
xP	1536	1385	1199
xZn	1593	1668	1220
xMo	119	98	7
xBa	44	51	19
xVIS100	<1	<1	<1
xTBN	17.1	16.8	15.6
	9.6	9.7	6.7

		ppm	ppm	ppm
<b>Metals (ppm)</b>		13	1	<1
Lead (Pb)		4	1	<1
Iron (Fe)		<1	<1	<1
Aluminium (Al)		137	155	6
Copper (Cu)				
<b>Visual Appearance</b>				
Clarity	Clear	Clear		
Petroleum Layer	None	None		
Sediment	None	None		
Color	Green	Green		
<b>Physical / Chemical</b>				
Glycol Content(D3321)	%	60	64	50
Reserve Alkalinity (ml HCl/10ml)		5.2	4.6	3.0
<b>Additional</b>				
Freeze Point (D3321 Refractometer)	°F	-60	-72	-34
pH (D1287/Meter)		7.6	7.4	7.7
Nitrites (Titrimetric/ IC D5827)	ppm	389	319	971
		524	142	
		126	119	

**Coolant Report**

Coolant Leaks Through Oil Cooler

Matching Reports

# Glycol or no Glycol

## That is the Question

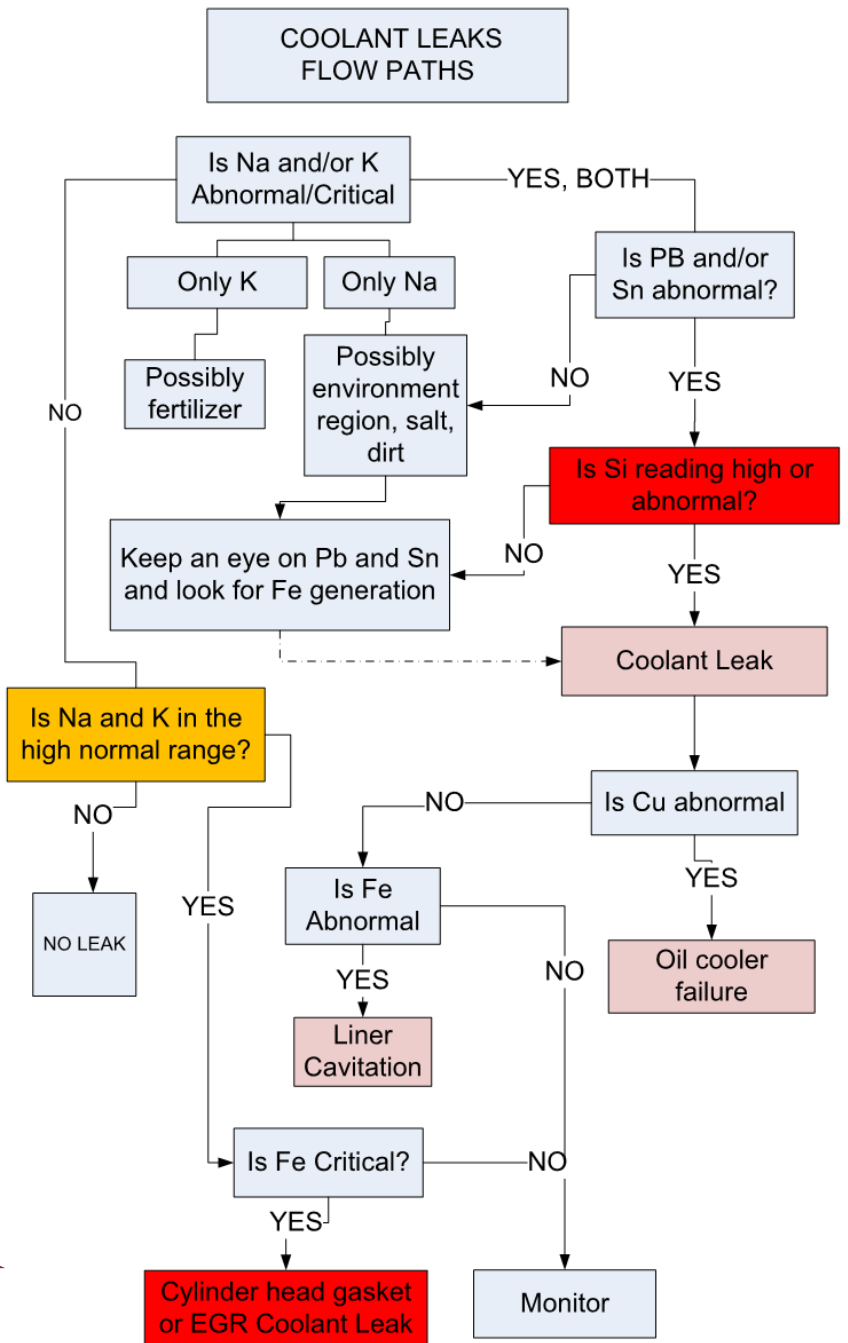
**Na (Sodium)** could be many things:

- Coolant
- Dirt
- Salt

**K (Potassium)** could be:

- Coolant
- Fertilizer
- Soap

Is your lab going to the trouble of interpreting this flow for you?



# Dirt or not Dirt

## That is the Question

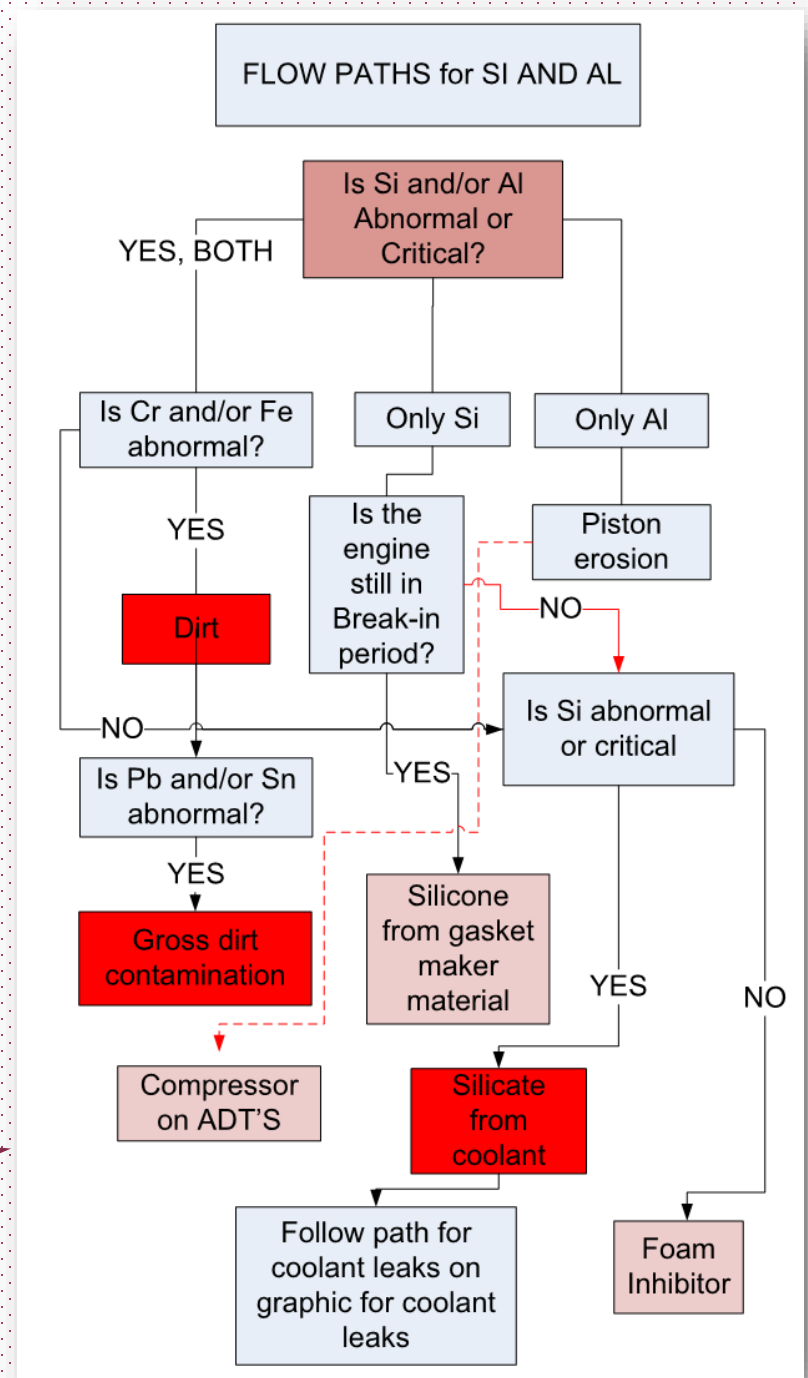
Si can be several things:

- Dirt
- Silicone gasket maker
- Anti foaming additive
- Coolant silicates

Al could be:

- Piston material
- Dirt

Is your lab up to speed on complex interpretations?



# Oil Analysis

## Hydraulic's Example

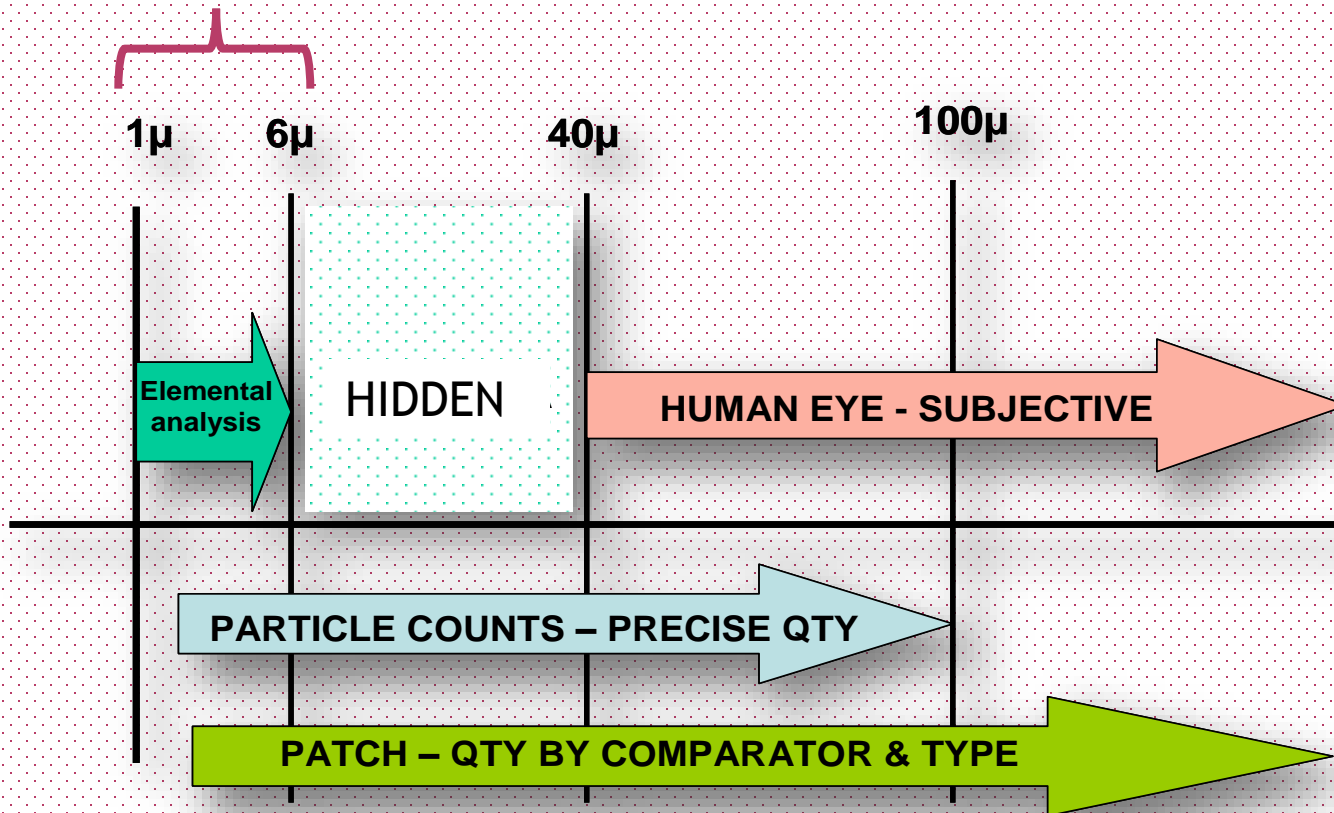
- ❑ What are these readings?
- ❑ Should we worry about the **copper** readings?
- ❑ Should we worry about the **silicon** readings?
- ❑ What relation does silicon readings have to the type of fluid?
- ❑ What could be causing the **high particle counts**

TIME ON UNIT	Hrs	3602
TIME ON OIL	Hrs	3602
OIL BRAND		Shell
OIL TYPE		Donax TD
OIL GRADE		SAE 10W30
OIL ADDED		
FILTER		Not Applicable
OIL CHANGED		Not Provided
WO NUMBER		
<b>Metals (ppm)</b>		
Iron (Fe)		3
Chromium (Cr)		<1
Lead (Pb)		<1
Copper (Cu)		27
Tin (Sn)		<1
Aluminium (Al)		<1
Nickel (Ni)		<1
Silver (Ag)		<1
Titanium (Ti)		<1
Vanadium (V)		<1
<b>Contaminants (ppm)</b>		
Silicon (Si)		9
Sodium (Na)		2
Potassium (K)		<5
Water by Karl Fischer %		<0.01
Solids (%)		0.1
<b>Additives (ppm)</b>		
Magnesium (Mg)		10
Calcium (Ca)		1831
Barium (Ba)		1
Phosphorus (P)		1131
Zinc (Zn)		1049
Molybdenum (Mo)		<1
Boron (B)		<5
<b>Physical Tests</b>		
Viscosity (cSt 40C)		34.4
<b>Physical / Chemical</b>		
Acid Number (mgKOH/g)		1.03
<b>Particle Count</b>		
ISO 4406 Rating		23/19/11
> 4 Micron (particles/ml)		47027
> 6 Micron (particles/ml)		4674
> 14 Micron (particles/ml)		19
> 23 Micron (particle/ml)		6
> 50 Micron (particles/ml)		1



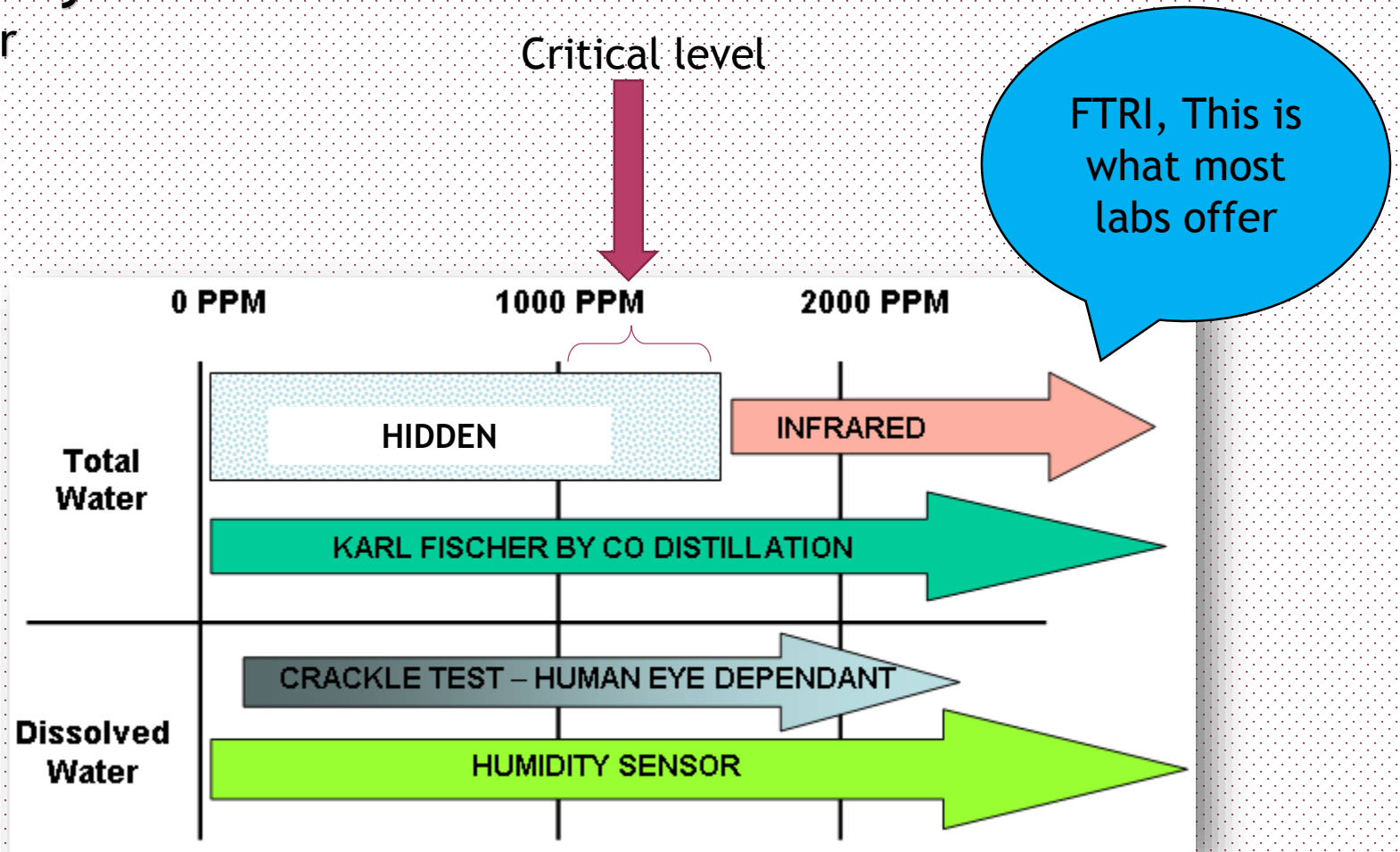
# SIZE OF METALS

Particles that the ICP/OES can see





# Visibility to water





# FLUID ANALYSIS

## UIN 0319FCE

### Hydraulic System

Unit No. T0850JX181479

**Unit:**

Make John Deere  
 Model 850J  
 Serial No. T0850JX181479  
 Site DM10003

**Compartment:**

Name Hydraulic System  
 Make  
 Model  
 Serial No.  
 Capacity: Ltrs

**Customer:**

### DIAGNOSIS

High level of water present. Viscosity low for specified oil grade. Note: Particle count levels appear to be high. High silicon (abrasives)-check for source of entry. Elevated chromium-possible valve and/or cylinder rod wear. High iron readings suggest some hydraulic cylinder wear or rust. Copper level exceeds values for this component. Contact your dealer for additional information. Hydraulic pump wear is indicated. Recommend use of off-line filtration cart.

ANALYST: Ed.Matthews

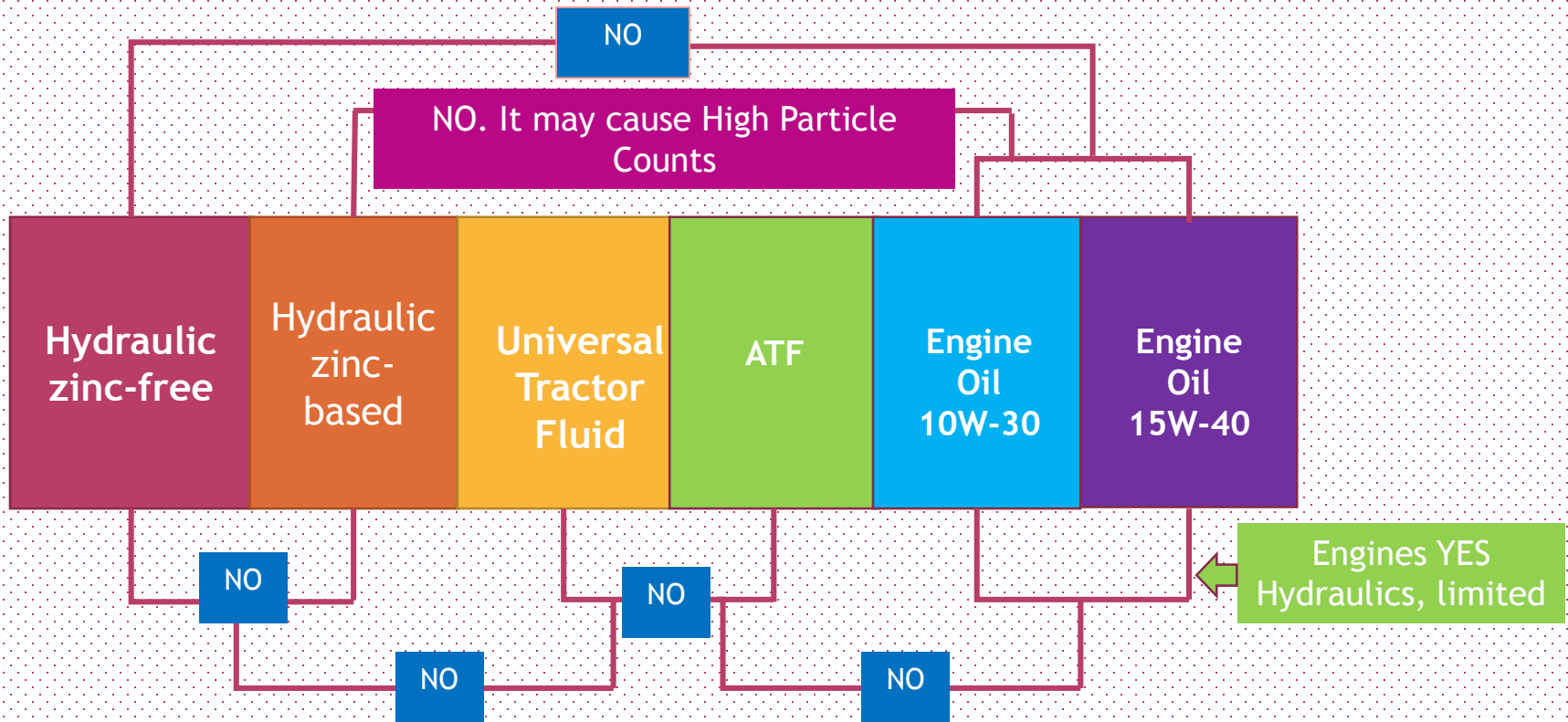
DATE SAMPLED	18-Feb-13
DATE RECEIVED	20-Feb-13
DATE REPORTED	22-Feb-13
LAB NO.	44020699004
SIF NO.	12285866
TIME ON UNIT	5972
TIME ON OIL	
OIL BRAND	John Deere
OIL TYPE	Plus-50 II
OIL GRADE	SAE 15W40
OIL ADDED	
FILTER	Not Applicable
OIL CHANGED	Not Changed
WO NUMBER	W29962
<b>Metals (ppm)</b>	
Iron (Fe)	121
Chromium (Cr)	12
Lead (Pb)	1
Copper (Cu)	107
Tin (Sn)	4
Aluminium (Al)	83
Nickel (Ni)	3
Silver (Ag)	<1
Titanium (Ti)	6
Vanadium (V)	<1
<b>Contaminants (ppm)</b>	
Silicon (Si)	205
Sodium (Na)	13
Potassium (K)	10
Water by Karl Fischer % (E203/D6304)	0.13
Solids (%)	0.1
<b>Additives (ppm)</b>	
Magnesium (Mg)	116
Calcium (Ca)	3150
Barium (Ba)	<1
Phosphorus (P)	1138
Zinc (Zn)	1477
Molybdenum (Mo)	16
Boron (B)	146
<b>Physical Tests</b>	
Viscosity (cSt 40C)	53.6
<b>Physical / Chemical</b>	
Acid Number (mgKOH/g)	2.15
<b>Particle Count</b>	
ISO 4406 Rating	25/25/23
> 4 Micron (particles/ml)	212418
> 6 Micron (particles/ml)	185574
> 14 Micron (particles/ml)	53589
> 23 Micron (particle/ml)	4092
> 50 Micron (particles/ml)	24

# Dust, dirt and water by Karl-Fischer

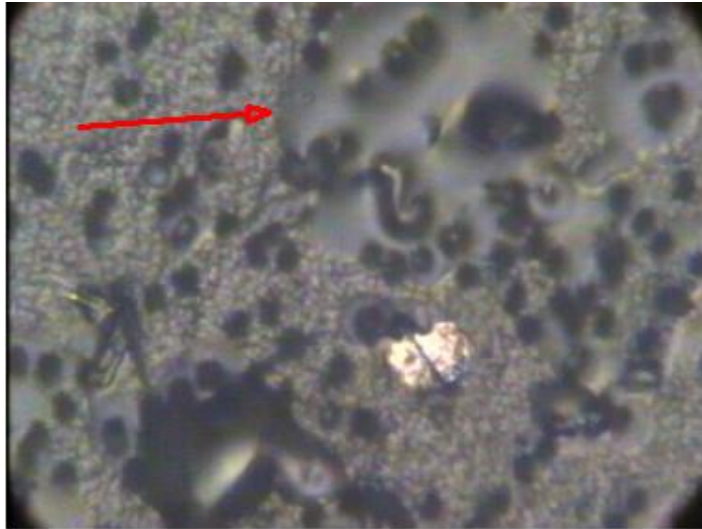
You won't catch this water with infrared only

This odd particle count readings are telling you there is water

# Fluid Compatibility



# Impact of Fluid Mixing



10 micron particle with gelatinous  
fluid mixing  
View 400X

Mixing	Water	Impact of Additives
24/22/18	22/22/22	Engine oil 22/18/13
22/20/16	20/20/20	Hydraulic fluid 19/15/12

How mixtures and water impact readings

# Coolant Analysis



	Detroit 16V 159
Tolyltriazole, %wt	0.11
Benzoic acid, %wt	<0.01
Sebacic acid, %wt	0.02
Toluic acid, %wt	<0.01
Ethylhexanoic acid, %wt	<0.01
Octanoic acid, %wt	<0.01
Tert-Butyl Benzoic acid, %wt	<0.01
Benzotriazole, % wt	<0.01
Mercaptobenzothiazole, %wt	<0.01
Total	0.13

## Organic Additives

	Detroit 16V 159
Chloride (mg/kg)	205
Nitrite (mg/kg)	708
Nitrate (mg/kg)	<10
Phosphate (mg/kg)	<10
Sulfate (mg/kg)	11
Aluminum (mg/kg)	<2
Iron (mg/kg)	<2
Lead (mg/kg)	<2
Copper (mg/kg)	<2
Boron (mg/kg)	35
Potassium (mg/kg)	11
Sodium (mg/kg)	758
Molybdenum (mg/kg)	<2
Molybdate	<2
Silicon (mg/kg)	<2
Silicate	<2
Calcium (mg/kg)	<2
Magnesium (mg/kg)	<2
Zinc (mg/kg)	<2
pH	9.3
Freeze Point	32
Percent Glycol/Antifreeze	0
Reserve Alkalinity	1.3
Visual Assessment	Clear
Sediment	Trace

## Inorganic Additives



# Coolant Analysis

## Water Quality

Sample from engine	Lab Results
Chlorates	<b>322</b>
Sulfates	<10
Sodium	114
PH	7.3
Total Dissolved Solids	410
Hardness	11.1



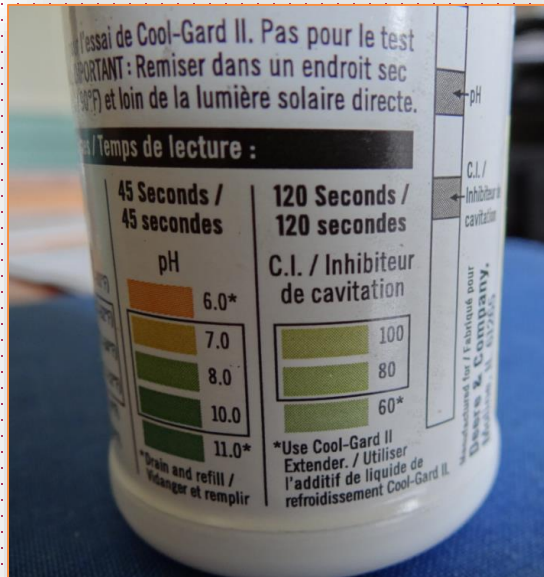
	Caterpillar	Cummins	Detroit	John Deere	ASTM
Chlorates	50	100	40	5	40
Sulfates	50	100	100	5	100
Total dissolved solids TDS	250	500	340	10	340
Total Hardness	100	300	170	5	40

**OEM's versus ASTM's**

# Field Tests for OA ELC

PH, Organic Acid and Glycol Concentration

Still, you need to check for mixing and for the presence of metals using a formal lab test



ELC Coolant



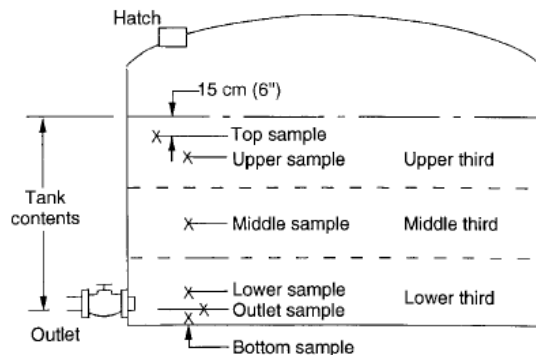
Three ways sticks

# Fuel - The Ghost Can Be Very Elusive!

## Where and When to Take Fuel Samples?

### Bulk Tanks ASTM D4057-06

- After refueling is best
  - Do it at the middle of the tank
  - Indicate that in the sample information form (SIF)
- If done it before refueling...
  - Do it in lower third
  - Not in outlet level
  - Indicate that in the sample information form (SIF)



### Machines

- Fuel gets cleaner during engine operation
  - Timing is of importance to catch contamination
    - Collect sample during first hour after refueling
    - Indicate time of sample collection on sample information form



# Fuel Analysis Report



Water, particulate, bacteria, sulfur, distillation, cetane index, bio diesel

<b>Appearance-Distillate Fuel (ASTM D4176)</b>		
Clear and Bright		
Free Water		
Particulate		
<b>Distillation (ASTM D86)</b>		
Initial Boiling Point	365	°F
10% Recovered	403	°F
50% Recovered	500	°F
90% Recovered	620	°F
End Point	665	°F
% Recovered	97.1	Volume %
<b>Physical / Chemical</b>		
API Gravity @ 60F (ASTM D287)	35.9	° API
Calculated Cetane Index (ASTM D4737)	46.2	CCI
Cold Filter Plugging Point (IP309/D6371)	12	°F
Water by Karl Fischer (ASTM E203/D6304)	1695	ppm
Sulfur (ASTM D4294/D5453/D7039)	18	ppm
Water by Distillation (ASTM D95)	0.3	Volume %
Biodiesel Blend Content (ALS 2001)	1.6	Volume %
Acid Number (mgKOH/g)	0.07	mgKOH/g
Cloud Point (ASTM D2500)	N/A	°F
<b>Additional</b>		
Total Particulate (ASTM D5452/D6217)	32.0	mg/L

# Fuel with Gasoline Contamination

<b>Appearance-Distillate Fuel (ASTM D4176)</b>		
Clear and Bright	Pass	
Free Water	Pass	
Particulate	Pass	
<b>Distillation (ASTM D86)</b>		
Initial Boiling Point	102	°F
10% Recovered	192	°F
50% Recovered	400	°F
90% Recovered	555	°F
End Point	619	°F
% Recovered	98.0	Volume %
<b>Physical / Chemical</b>		
API Gravity @ 60F (ASTM D287)	53.8	° API
Calculated Cetane Index (ASTM D4737)	69.0	CCI
Cold Filter Plugging Point (IP309/D6371)	<-60	°F
Water by Karl Fischer (ASTM E203/D6304)	17	ppm
Sulfur (ASTM D4294/D5453/D7039)	16	ppm
Water by Distillation (ASTM D95)	<0.1	Volume %
Biodiesel Blend Content (ALS 2001)	<0.1	Volume %
Acid Number (mgKOH/g)	0.01	mgKOH/g
Cloud Point (ASTM D2500)	-35	°F
<b>Additional</b>		
Total Particulate (ASTM D5452/D6217)	<1	mg/L



# Fuel Additives

## Dependency

### Protect Fuel - Diesel Fuel Conditioners, features:

- ❑ Detergent
- ❑ Dispersant
- ❑ Stability Improver
- ❑ Oxidation Inhibitor
- ❑ Cetane Improver
- ❑ Lubrication Improver
- ❑ Water Control
- ❑ Cold Flow Improver
- ❑ Anti-Settling Agent Wax



Normal Use

### Protect Fuel - Keep Clean features:

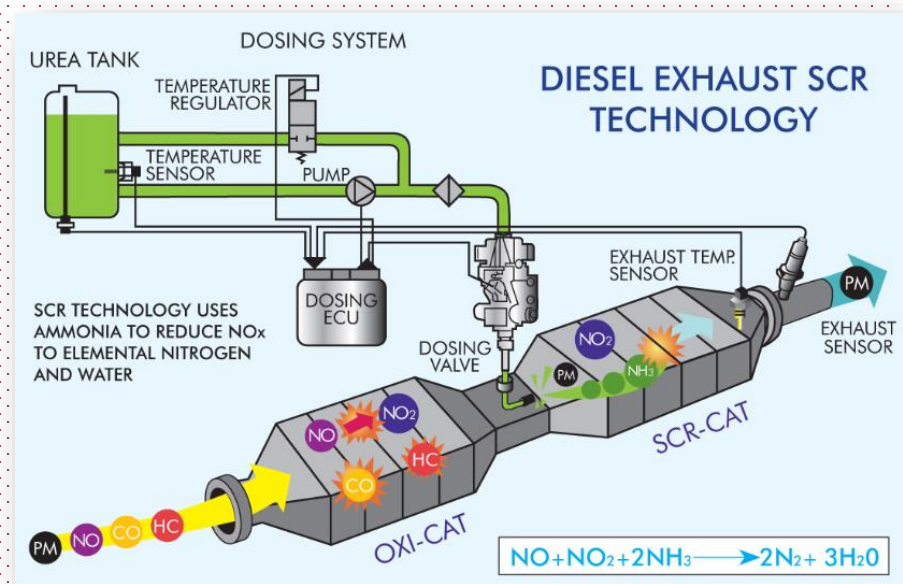
- ❑ Detergent
- ❑ Dispersant
- ❑ Stability Improver
- ❑ Oxidation Inhibitor



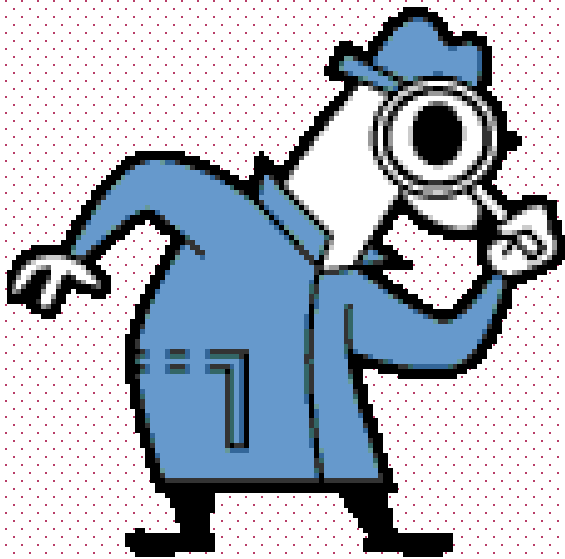
Strong Cleaner

# Diesel Exhaust Fluid (DEF)

- ❑ Major issues arise from mistakes
  - Fuel in the DEF tank
  - Coolant the DEF tank
  - Wrong concentration
  - Particle contamination
- ❑ Keeping DEF in check can save the SCR catalyst



# Inspections



- Are machine inspections done?
- Are you checking the right areas?
- Are you uploading the inspections to a maintenance application?
- Are inspections crossed over oil analysis or telematics data?

# Inspections

Leaking roller



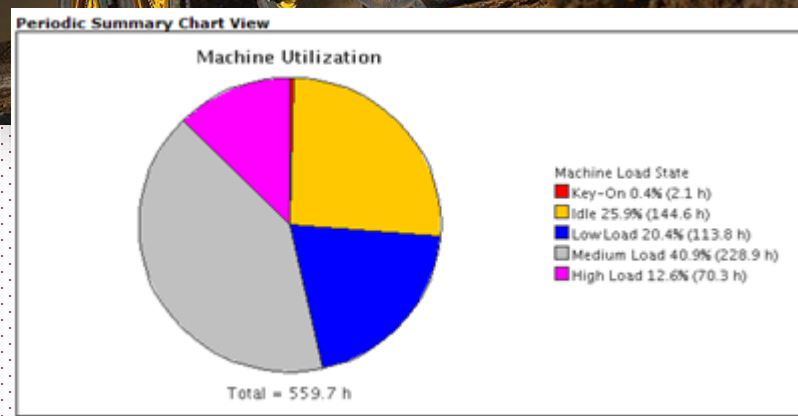
Hidden enemy. Not only radiators need to be cleaned?



# Telematics

Get what is Usable

- ❑ Get power utilization
- ❑ Get high temperature occurrences
- ❑ Cross machine information over to fluid analysis
- ❑ Cross inspection results to telematics/fluid analysis



What is usable

Machine Utilization

# New Challenges

- ❑ A deeper knowledge on machine health interpretation is needed
- ❑ We cannot continue doing what we have been accustomed to doing
- ❑ There are new rules in the game that you are expected to play by
- ❑ A better fluid analysis interpretation from labs and users is a must!
- ❑ The right wear tables make the difference
- ❑ A better use of Telematics is a must
- ❑ Boost the power of telematics by crossing it to inspections and fluid analysis

**Challenges**

**Opportunities**



# Remember

A machine is talking to you...Learn the correlations!

The torque converter lock- up is sending fault codes

The transmission shows high aluminum

The brakes are chattering

The differential oil lacks LS additive

There is a leak in boom cylinder

The hydraulics have high particle counts and dirt

Inspection reports high oil level

The engine is having oil dilution beyond 5%

Telematics show high idle utilization

The engine is developing soot

The engine oil appears milky

The coolant PH is too high and it is low in OA



Questions?