

Mobil EM/PA[®]

Oil Analysis Program Data Sheet

You can't afford not to monitor

You can't afford to lose even one equipment through mechanical problems, as well as, unplanned downtime which increases your cost dramatically.

That's why scheduled maintenance periods need to be adhered to. Mobil EM/PA that goes beyond the basics can help by giving you the full picture inside.

- By scheduling your service periods with optimum efficiency, you can reduce operating costs and meet your budget.
- By avoiding unscheduled downtime, you can achieve your delivery and profitability targets.

Better maintenance starts with the oil

Because Mobil is one of the largest suppliers of lubricants, we know from experience the demands made on lubricants by your industry.

And we understand the battle of achieving on-time delivery targets without sacrificing maintenance standards.

As a world leader in lubricants, Mobil has an intimate knowledge of equipment wear patterns and the tell-tale signs of contaminants in oil. What's causing your low oil viscosity or high iron content? Why did your oil not meet the infrared spectrum specification or give a high total acid number reading? Mobil EM/PA tells you what the problems are, and more importantly, gives you the answers.

Mobil EM/PA is tailored to your exact needs

It is provided through state-of-the-art software for the analysis, storage and trending of oil sampling data.

It allows you to look inside your critical equipment, providing an ongoing picture of mechanical wear, plus practical advice on managing your capital investment.

With the latest trend data, you can:

- Prevent unscheduled downtime.
- Plan maintenance and parts ordering more accurately.
- Schedule when to take your system off service.
- Postpone unnecessary stoppages.

Diagnostics via oil analysis is high technology

It's fast, easy and provides prompt data feedback.

- Fast turnaround of oil sample analysis.
- New, easy-to-read result formats for faster interpretation.
- User manual with clear guidelines to assist rapid interpretation results.
- Mobil specialist engineers available for consultation.



Deliverable

- Enhanced system for used oil samples pick-up from customer site.
- Oil analysis reports in 6 working days (since sample receipt at lab).
- Abnormal condition samples can be reported within 24-48 hrs.
- Results reports are faxed or emailed according to your convenience.
- Technical support on oil analysis issues by phone and email.
- Dedicated sampling bottles & labels are provided for proper sampling.
- Sampling instructions are delivered and demonstrated by Mobil's field engineer.
- Provide reports via email which allows for the following:
 - Reports in PDF formats.
 - Trends can be tailored upon customer request.
 - Reports viewed with all types of graphs including trend analysis.
 - Designed to meet any combinations of equipment focused trends.
 - Fast Delivery.
 - Easy & prompt online technical support.
 - No fax inconveniences & paper work.

Common Problem Area

- Sudden equipment failure and unexpected downtime
- High levels of oil consumption
- High levels of fuel consumption
- Elevated consumption rates of spare parts
- High levels of oil inventory with limited warehouse space
- Frequent overheating problems
- Oil contamination problems
- Oil compatibility problems

Helpful Hints

- Should there be any doubt about a problem to come-up, contacting ExxonMobil's engineers regarding the oil in use will help to early overcome any oil related effects.

- When solving problems related to lubricants, the more information given to ExxonMobil's engineer the better and faster the problem will be solved.
- Oil analysis program is backed with intensive field experience and builder recommendations to protect your equipment from similar problems in other locations.

Safety, Health and Environmental

ExxonMobil safety, health & environment measures are key in all technical & business services provided by its field people to its customers.

ExxonMobil field people will strictly adhere to all safety requirements:

- Work with customer personnel to integrate safety, health & environmental best practices into our mutual ExxonMobil Planned Engineering Services (PES).
- Attuned to the hazards & are experts in the procedures of handling, storage & use of petroleum products.
- Provide & maintain Material Safety Data sheets on all ExxonMobil products.
- Provide recommendations to reduce the hazards associated with spills, leakage & fire.
- Always carry appropriate safety equipment, tools & materials needed to conduct inspections, such as, hard hat, safety shoes, safety goggles, ear plugs, gloves, etc.
- Strictly observe the customer's safety rules along with ExxonMobil safety measures prior to any inspection.

