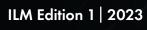






INTEGRATED LUBRICATION MANAGEMENT



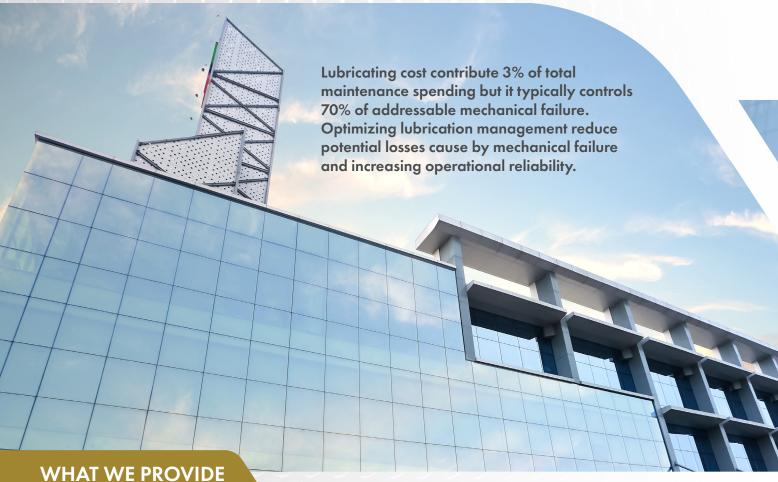






@pertaminalub

# BEST DEAL FOR OPERATION **EXCELLENCE**



- TECHNICAL Assistance
- **HUMAN** Competencies
- IN HOUSE Training
- Competencies MAPPING
- TROUBLESHOOTING

Cosi oi Macilile i dilore	Maillenance budger
	Lubricants 3%
Cost of Repair 15%	Misc. Supplies & Equipment 12%
Cost of Downtime <b>85%</b>	Maintenance Labor <b>45</b> %
	Replacement Parts 40%

1	Cause of Machine Failure
	Mechanical Fatigue Failure <b>9%</b>
	Miscellaneous 21%
	Incorrect Component Assembly and Misalignment <b>27</b> %
	Incorrect Choice and usage of Lubricants 43%

100%

Addressable 70%



# Integrated Lubrication Management Service Levels

Integrated Lubrication Management (ILM) aims to maximize the benefits of lubricants properties by through good lubrication management practices.

No.	ILM Service Levels	Key Takeaways
1	Awareness	Understanding Basic Function of Lubricants
2	Basic	Applying Basic Lubricantion Knowledge
3	Skillful	Implementing Best Practice of Lubrication Management
4	Advanced	Optimizing Lubrication Management to gain Economic Benefit
5	Partnership	Develop Customized Needs and Products



Application

Oil Sampling

Monitoring

Target



# OiCLINIC

Providing Excellence in Lubricant and Fuel Analysis

Independent laboratory owned by PT. PERTAMINA LUBRICANTS designed to fulfill the industrial needs of used oil monitoring.

#### Oil Clinic **OVERVIEW**



### **CERTIFICATE**

ISO/IEC 17025 Accredited by KAN



#### **TEST PARAMETER**

Provide 45+ Lubricants & Fuel Testing Parameters



### **SAMPLE**

>20000 samples/year



### **REPORT**

Used Oil Monitoring Web Reporting





# OUR **SERVICES**

# Oil Condition Monitoring Packages

No	Parameter	OC-1, Engine Oil	OC-2, Non-Engine Oil	OC-3, Gas Engine Oil	OC-4, Turbine Oil
	Kinematic Viscosity at $40^{\circ}\text{C} \& 100^{\circ}\text{C}$ , ASTM D7279	<b>~</b>	<b>~</b>	<b>~</b>	
2	Acid Number, ASTM D664		<b>\</b>	<b>\</b>	
3	Base Number, ASTM D2896	<b>\</b>		<b>\</b>	
4	FTIR (Soot, Oxidation, Nitration, & Sulfation), ASTM E2412		<b>~</b>		
5	Wear & Contamination Elemental Analysis by ICP, ASTM D5185		<b>~</b>	<b>~</b>	
6	Water Content Karl Fischer, ASTM D6304				
7	Cleanliness ISO 4406				<b>V</b>

# Fuel Analysis Packages

## Other Parameters

No	Parameter	OC-5, Diesel Fuel Oil	OC-6, Marine Fuel Oil
	Kinematic Viscosity at 40°C , ASTM D7279	<b>~</b>	$\mathcal{A}(\mathcal{A})$
2	Kinematic Viscosity at 50°C , ASTM D7279	$\mathcal{H}$	~
3	Acid Number, ASTM D664	<b>/</b>	
4	Strong Acid Number, ASTM D664	<b>\</b>	1. 1.
5	Density 15°C, ASTM D1298 & ASTM D4052	<b>~</b>	~
6	Flash Point PMCc, ASTM D93	<b>\</b>	
7	Sulfur Content X-Ray, ASTM D4294	~	<b>~</b>
8	Ash Content, ASTM D482	<b>~</b>	<b>\</b>
9	Conradson Carbon Residue, ASTM D189	<b>~</b>	~
10	Distillation, ASTM D86	~	
11	Water Content by Karl Fischer ASTM D6304	~	
12	Water Content by Distillation, ASTM D95		~
13	Color ASTM, ASTM D 1500	<b>~</b>	
14	Wear & Contamination Elemental Analysis by ICP, ASTM D5185		<b>~</b>

	No	Parameter	Method
	1	API Gravity	ASTM D4052
	2	Apparent Viscosity / CCS	ASTM D5293
	3	Appearance	In House
	4	Calculated Cetane Index	ASTM D4737
	5	Colour ASTM / Colour Visual	ASTM D 1500 / In House
	6	Copper Strip Corrosion	ASTM D 130
	7	Dissolved Gas Analysis (DGA)	ASTM D3612
	8	Pour Point Testing	ASTM D97 / ASTM D5950
	9	Rotary Bomb Oxidation Tester (RBOT)	ASTM D2272
9	10	Ferrography	ASTM D7690
	- 11	Flash Point COC	ASTM D92
	12	Micro Flash Point	ASTM D7094
	13	Foaming Test	ASTM D892 & D6082
	14	FTIR Matching / Fingerprint	ASTM E2412
	15	Insoluble Content	In House
	16	Sulphated Ash	ASTM D874
	17	Viscosity Index	ASTM D2270
	18	Rust Prevention	ASTM D665
	19	Water Separability	ASTM D 1401
	20	MPC Analysis	ASTM D7843
	21	Ruler Test	ASTM D7590
	22	Sediment Content	ASTM D473
	23	PQ Index	In House
	24	Break Down Voltage (BDV)	IEC 60156



# Integrated Lubrication Management Academy



#### Basic I

- Fundamental Lubrication
- BBM & Gas
- Lubricants & Lubrication of Vehicle
- General Equipment Lubricants & It's Products
- Overview Chemical and Specialties Products
- Product Comparison, Competitiveness, and Approval (Retail)

#### Basic II

- Lube Selection (Industry)
- Lubrication of Specific Equipment & It's Products
- Production, Handling, Storage & Quality Control
- Contaminant & Contamination Control
- Oil Clinic, OCM Program & Oil Sampling
- Test Method Standard & Degradation
- Chemical and Specialties Products and Application
- Product Comparison, Competitiveness and Approval (Industry)

#### Intermediate

- Maintenance Strategy
- Grease & Lube Selection
- Oil Degradation
- Wear Debris Analysis, Statistical Analysis & Management
- Problem Solving & Lubricant
- Analysis of Mechanical & Thermal Test
- General Industrial Equipment & It's Products

#### Advance

- Hydraulic
- Turbine
- Compressor
- Heavy Duty Diesel Oil
- Low & Medium Speed Diesel Oil
- Heavy Equipment
- Gear and Transmission
- Grease, Specific Application and Grease Audit
- Management of Change / Lubricants Change Management

## Training PACKAGE (Segment)



















Mining

Marine

Cement

Oil & Gass

Railway

Military

Sugar Mill



# Wed Our EXPERTS

PTPL has highly educated, certified & trained experts and consultants for most of all lubrication segments.

Here are the People for more on them:

# Specialist



Agung Prabowo

Technical Specialist Gear Hydraulic & Grease



Nur Chalim Wibisono

Technical Specialist HSD Fnaine Oil



Brahma Putra M.

Technical Specialist HSD Engine Oil



Ade Irwanto

Technical Specialist MSD & LSD Engine Oil



Tantra Harliyanto

Technical Specialist Gear, Hydraulic & Grease



Rudiono Kamaludin P.

Technical Specialist Rotating Eq. & Gas Engine

## Field Engineer

Bhima Ananta R. Field Engineer Sales Region

Taufiq Rahman Field Engineer Sales Region II

Suprastowo Field Engineer Sales Region III

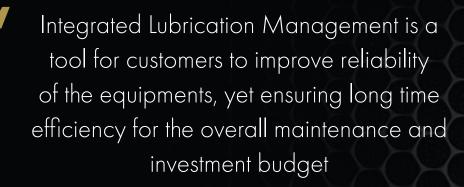
Bagus Septa S. Field Engineer Sales Region IV

Muhammad N. A. Field Engineer Sales Region V

Chandra Silaen Field Engineer Sales Region VI

Benny Sugiarto Field Engineer Sales Region VI

Andi A. K. Field Engineer Sales Region VI



# Feel FREE to CONTACT US

#### SR I

PT. PERTAMINA LUBRICANTS SALES REGION I Jl. Yos Sudarso 8-10 Medan 20114 P. 061 - 4552422 ext. 4306 F. 061 - 4575300

#### SR II

PT. PERTAMINA LUBRICANTS SALES REGION II Jl. Jend. A. Yani 1247 Palembang 30264 P. 0711 - 513311 ext. 5225 F. 0711 - 510573

#### SR III

PT. PERTAMINA LUBRICANTS SALES REGION III Jl. Kramat Raya No. 59 Jakarta Pusat 10450 P. 021 - 31992361 F. 021 - 3102551

#### **SRIV**

PT. PERTAMINA LUBRICANTS SALES REGION IV Jl. Pemuda No. 114 Semarang 50132 P. 024 - 35455341/024-3517354 F. 024 - 3581421

#### SR V

PT. PERTAMINA LUBRICANTS SALES REGION V Jl. Jagir Wonokromo No. 88 Surabaya 60244 P. 031-8405151

#### SR VI

PT. PERTAMINA LUBRICANTS SALES REGION VI Jl. Yos Sudarso No. 148 Balikpapan P. 0542 - 7524381

#### SR VII

PT. PERTAMINA LUBRICANTS SALES REGION VII Jl. Garuda No. 1 Makasar - Sulawesi Selatan P. 0411 - 871181 ext. 7161

#### Oil Clinic JAKARTA

LUBRICANTS TECHNOLOGY CENTER (Lt. 2)
Jl. Pertamina, Kelapa Gading
Jakarta Utara 14240
P. 021 - 4393 ext. 8648/
021 - 4390 ext. 3479/021 - 4392 ext. 3270
E. cs@oilclinic.com

#### Oil Clinic BATAKAN

TERMINAL SUPPLY POINT BATAKAN Jl. Munawarman No. 99 Batakan, Balikpapan 76116 E. cs@oilclinic.com E. lab.batakan@pertamina.com



#### PT. PERTAMINA LUBRICANTS

Grha Pertamina
Pertamax Tower Lt. 15 - 17
Jl. Medan Merdeka Timur No. 11 - 13
P. 021 - 31907190 • F. 021 - 3148886
www.pertaminalubricants.com

