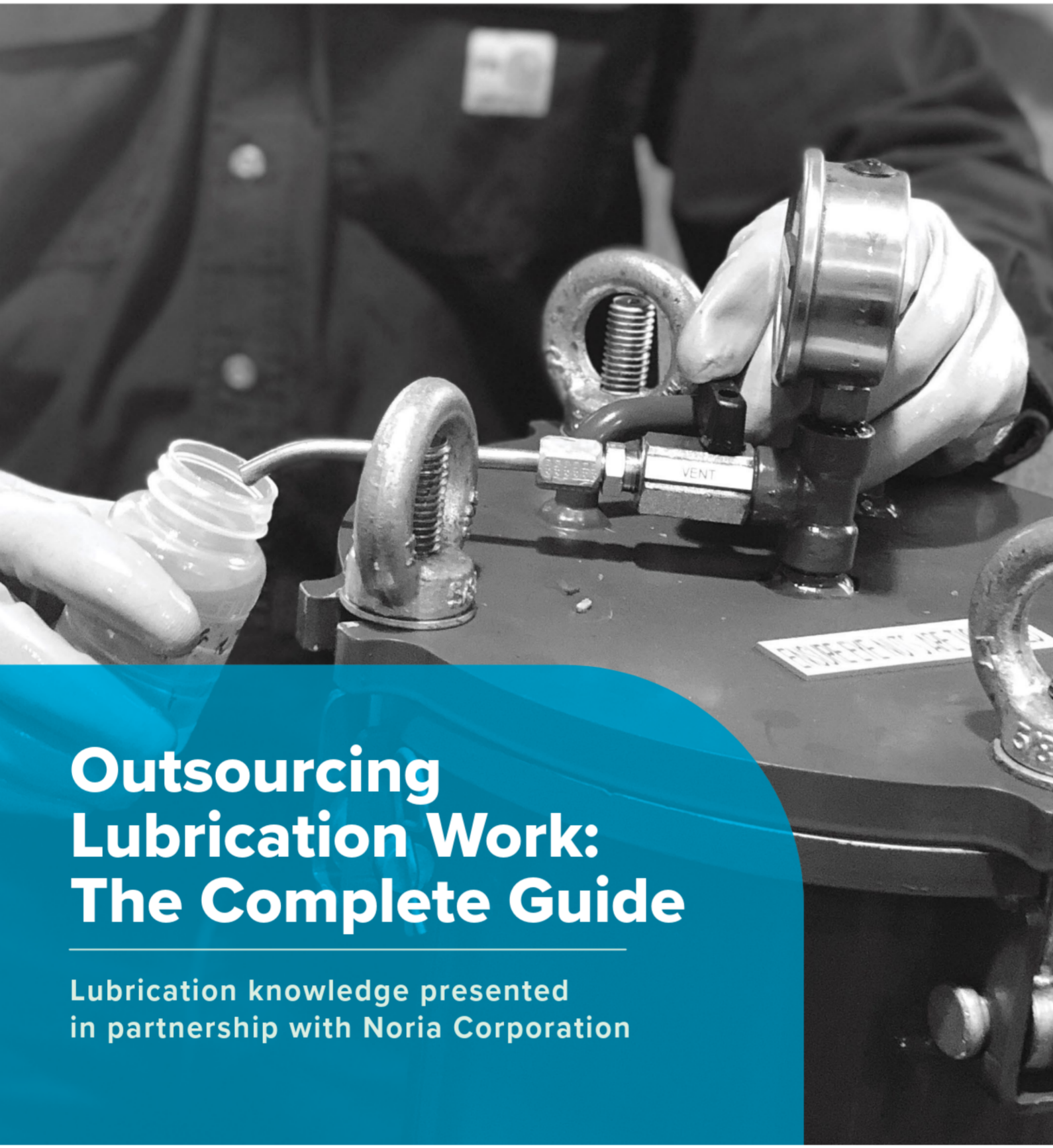
industrial fluid management

A Division Of Gaubert Oil Company



Outsourcing Lubrication Work: The Complete Guide

Lubrication knowledge presented in partnership with Noria Corporation

Outsourcing specialized work to contractors has become a growing trend among industrial facilities for the past two decades. Companies have been steadily contracting activities considered non-core — such as facilities maintenance, fluid management, sanitation, and security — over to company outsiders. But there are significant benefits to outsourcing specialized core activities that many companies miss or do not consider at all, especially if you have an experienced partner who can supply well-trained specialists in the most needed areas.

Lubrication is the lifeblood of your machines. Machines that are optimally lubricated according to today's best practices will run longer, more reliably, and with lower maintenance costs. If you do not have a strong lubrication program in place, contracting skilled and experienced lubrication technicians may be the best option—especially if they are supported by services that make the process as turnkey as possible. Skilled technicians and a supportive lubrication partner can help you achieve a world-class lubrication program and reap the benefits that come with it.

WHY OUTSOURCE?

There are numerous reasons to consider outsourcing lubrication. Outsourcing can increase access to skilled workers, reduce overhead, reduce management tasks, and support your team without increasing payroll or headcount. Many plants struggle to replace a skilled worker who has moved on to another company. Outsourcing can be a fast way to fill that role quickly in the short term. But with the right partner, outsourcing may also be a long-term solution that delivers more reliable results than recruitment and internal training. These days, finding workers with specialized industrial skills is getting more difficult as experienced employees retire in what has been called the "Silver Tsunami." For more and more plants, outsourcing contracted workers from experienced providers is the answer.

Beware the Silver Tsunami

According to a 2013 study by Manpower Group, 53% of skilled trade workers in the United States were 45 years old or older, and over one-fifth were between 55 and 64 years of age. Each year, we lose more skilled trade workers, but most plants don't have a plan in place to respond. In fact, the manufacturing training institute of Tooling U reported that 54% of survey respondents did not have a company-wide plan in place to address an aging workforce.

Loss of Valuable Knowledge

Losing the knowledge that experienced employees brought to the business will have a significant impact, especially in maintenance and reliability departments that keep machine assets running and repair costs low. Making a plan to transfer that valuable knowledge is one answer. But a study by Deloitte found that while many respondents claimed to have established methods for developing talent within the existing workforce, these programs were largely informal and therefore impossible to track or measure. Just 31% of respondents indicated they had formal career-development programs in place at all.

Competency models with clear expectations for employees' skills, knowledge, and abilities must be established if managers hope to meet the silver tsunami without getting pulled under the waves. Based on only 17% of Deloitte respondents using competency model tools, it seems we are severely underestimating this upcoming crisis. Competency models give data-driven information on where a workforce is lacking to be paired with clear-cut standards, expectations, and goals to help managers gauge which areas to target with training and career development.

It is essential to implement an analytical approach. No more unreported stoppages, informal workplace training, or vague information concerning job requirements and personnel skills. They facilitate confusion and mask the source of recurring problems.

Competency models allow managers to make note of workers' ages and any impending retirements. Knowing this in advance, managers can plan for senior employees to train younger staff members before they leave. Preserving the knowledge of experienced workers is extremely valuable and a cost-effective strategy to offer specific insight about a plant's machines and respective conditions.

> "These days, finding workers with specialized industrial skills is getting more difficult as experienced employees retire"

However, competency models and subsequent training can be too much for many short-staffed plants. When forced to pick between daily operations challenges and thorough data-collection, it's obvious which will be prioritized.

For this reason, many industrial companies simply do not have strong career development or employee retention programs. These programs cannot be created overnight, and once they are created, it may take several years before bottom-line results are achieved.

That's where consultants and contractors come in. With the right external support, they can provide quality expertise and effective solutions without the need to build these programs from the ground up.

No Time, No Improvements

Not surprisingly, maintenance departments that are too understaffed to conduct proper lubrication training are also too understaffed to make any meaningful improvements to their lubrication program. Even teams with sufficient personnel are often too busy fighting the fires of their plant's daily operations to introduce predictive or proactive maintenance. There is considerable demand for resources like time, labor, and parts.

Since the company has not put proactive lubrication procedures into place, breakdowns or even component and machine failures are all too common. With constant repairs (not to mention the cost of lost productivity) adding to maintenance, engineering, and purchasing groups workloads, there is no time to think about the long-term. Studies have shown that most organizations only spend 5% of their maintenance budget on lubricants and lubrication overall, yet at least 70% of equipment failures are found to be lubrication-related. Whether it is due to the application of the wrong lubricant, over-lubricating, under-lubricating, or not controlling contamination adequately, many lubrication programs show no sign of improving without outside assistance.

A Good Lube Tech is Hard to Find

Proper lubrication is a skilled trade. If you do not have access to skilled, trained, and certified lube techs, you're not alone. 44% of machinerylubrication.com visitors say their plant outsources maintenance and lubrication tasks.

But finding skilled workers among an aging workforce, dwindling new talent, and higher demand won't be easy. Most companies' recruiting methods remain sourly outdated. Traditionally, recruiters assume that qualified workers are just waiting to be discovered, but this is becoming more untrue by the year.

Good recruitment is a pipe-dream for plants that do not have the time or staff for proper lubrication training or lubrication program improvements. It costs too much and takes up too many resources for plants fueled by short-term goals. Using a contractor allows you to skip the often frustrating recruiting process that may not result in a long-term hire at all.

Budget limitations

Budgets can be tight, and you may not be in the right place to add headcount, especially when you are losing money by the day with a poor lubrication program. Still, there are jobs to be done. If new, full-time employees are out of the question, contracted help could be your solution.

Without the costs of full-time employee benefits and associated administration to worry about, adding a contractor to accounts payable may be a much simpler internal "sell" than increasing headcount.

Difficulty Retaining Skilled Workers

Some managers think of training as a double-edged sword. You invest in a technician, and perhaps they receive a certification or two while working at your plant. Next thing you know, they have moved on to another company.

Once a technician achieves a new certification, they become more valuable both to your organization and any others who are hunting for certified workers. This can mean increasing labor costs or losing a skilled technician to a competitor.

With a contracted technician, you can count on keeping the position filled through the terms of the contract. Less uncertainty translates to more effective planning and decision-making while you focus on achieving plant goals rather than worrying about vacant positions.

Keep Operations In-Country

In his 2006 report "Current Trends in Production Labor Sourcing," Dr. Rob Handfield found that some U.S.-based companies are attempting to "lean" out their manufacturing production supply chains by outsourcing. By employing production labor services, these companies can keep operations in their own country instead of "off-shoring" work to other countries.

Best Practices for Bearing Regreasing

The majority of bearings in most industrial facilities are grease-lubricated. With each bearing and machine requiring different amounts of grease at different intervals, grease can be one of the most misunderstood preventative maintenance activities at a plant. Greasing should be managed by a trained and qualified lube tech to ensure that each bearing receives grease of the right type, in the right amount, at the right time and in the right place.

IFM technicians are trained to use industrial greasing best practices and technology to maximize the reliability of greased bearings.

Ultrasonic Greasing with Automatic Lubricators

Often used in areas that are difficult or unsafe to reach, automatic lubricators can deliver a specific amount of grease on a time interval or using ultrasonic monitoring for conditioned-based regreasing. Most single-point lubricators use electrochemical, electromechanical, or pneumatic power to add grease.

Improve Company Focus

Taking advantage of the stability contracted lube techs can bring to a plant is shrewd. There may be more time to ruminate on the big picture instead of having to scramble from problem to problem. Take the time to consider where your facility has been heading and where you want it to go. Utilize the contracted lube techs to the best of your ability while they are with you to put your vision into motion.

Share Risks

If your lubrication program has been struggling, leading to unplanned downtime or wear-related failure, the next major outage could be around the corner. Combine that possibility with safety concerns surrounding industrial work, and you can see why sharing risks with a contracting partner makes sense. Whatever challenges may pop up, a specialized contractor with relevant experience will be there to help diagnose and solve problems.

Access to World-Class Capabilities

Remember that your plant is gaining access to experts in the field of lubrication when contracting lube techs. Lubrication is their specialty, and they should have the skills, knowledge, experience, resources, and certification to prove it. Bringing that kind of expertise into your team can have added benefits. Experienced lubrication technicians know how to spot early signs of lubrication-related failure and can pass some of their knowledge on to your internal teams. Bringing a better understanding of lubrication to your maintenance team as a whole may help you uncover bigger opportunities for cost savings and reliability improvements.

AREAS OF OPPORTUNITY FOR OUTSOURCING LUBRICATION

Every plant is made up of hundreds of moving parts. All these components are housed in your machines and require lubrication. Not only does one have to obtain the knowledge to properly lubricate each system, but one also must understand what equipment can help or hinder a machine's function. A general or unskilled technician simply does not have access to such information.



Outsourcing a lubrication technician should cover three areas of progress at your plant. The first is the more obvious fixes that the tech can assess, the second concerns the passing of the tech's knowledge onto your staff, and the third covers the lasting benefits of implementing proper lubrication.

Application and Handling Practices

If your plant's technicians have not been properly trained in lubrication, lubricant application and handling practices can be a major area of concern. Whether the problem is a lack of knowledge or lubrication is being done according to outdated tribal knowledge handed down through generations of employees, the results are often the same: contamination running rampant through machines, causing accelerated wear and premature machine or component failure.

Contracting lube techs can create an opportunity for your workers to learn from experts in the lubrication field. These lube techs can survey the application and handling practices to correct any utilizing of dirty funnels or mixing of lubricants. If backed by a resourceful company, they can also help connect you with the right vendors to supply you with designated and sealed containers for safe lubricant transfer and storage. Simple changes to procedures and equipment can not only decrease wear-related failure but also decrease the frequency of condition-based oil changes, saving you both time and oil.

Updated Lube Room

Your lube room is the main hub for your lubrication program. It is meant to function as a clean and orderly space where every lubricant serves a designated purpose and is easily identifiable to technicians. Many plants, however, have allowed their lube rooms to fall into ruin — some do not even have an official lube storage area. The truth is, your lube room reflects how carefully or chaotically you manage your equipment. Not only does a clean lube room protect your lubricants themselves, but it can also influence lubrication culture and practices at every level.

A contractor partner can help you make important improvements happen, including key improvements like:

- Finding a clean and protected area for establishing a lube room if one does not exist.
- Continually review a list of your lubricants to assist in consolidation efforts. A good rule of thumb is to ensure that 80% of applications are being served by 20% of your lubricants.
- Establishing a color- and shape-coded system to reduce accidental lubricant mixing or misapplication. Once the system is in place, it must be communicated clearly to everyone performing lubrication tasks.
- Implement storage methods like first-in/first-out (FIFO) practices, regardless of whether you have a computerized control system in your lube room.
- Always have signs specifying where each lubricant must be stored.

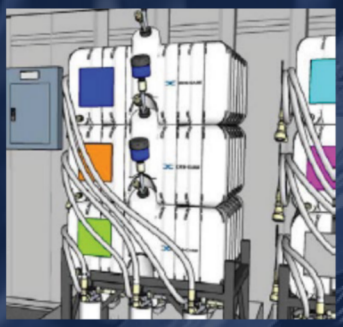
Updating a lube room can be a lot to handle, but this is a common task assigned to contracted lubrication technicians. Their expertise and lube knowledge makes the creation or organization of a lube room as painless as possible.

Case Study: Shipping Container Lube Room

IFM's work with Koch Methanol in St. James, LA, is an excellent example of how IFM provides turnkey reliability solutions. IFM was contracted by Koch Industries during the construction of their new methanol production facility to help them develop a lubrication program. Working with their engineers, IFM consolidated the total number of lubricants from over 25 different oils to only 12 different products.

In addition to the lube survey and route planning, IFM designed a turnkey lube room out of a 40' shipping container which included climate control, spill containment, lighting, a fire supression system, and non-skid flooring. This gave the client the flexibility of being able to relocate the lube room in the future as well as providing a cool, clean, and dry place to store lubricants.





At the heart of the lube room was the lubrication management system (LMS) which included bulk tanks which were fully integrated with quick connect fittings on the fill and return hoses, kidney loop filtration pumps, and desiccant breathers. The LMS systems integrated with all of the filter carts, drum adapters, and oil transfer containers that were delivered with the lube room.

Filtration Services

Contractors backed by experienced companies can help you set optimized cleanliness targets and provide an array of oil filtration equipment, services, and rentals. Once you know your goals, IFM technicians can even help you define oil filtration requirements, design your optimal lubrication system, install said system, service your existing system, and charge your system with pre-filtered lubricants.

Learn more about oil filtration services on the IFM website.

Contamination Control

If your lube room is in disarray and your application and handling practices are lacking, it should be no surprise that your contamination control will also be compromised. Oil contamination is a major source of component wear and equipment failure. It is critical that you only use clean lubricants when operating equipment. The international standard for measuring oil cleanliness is ISO 4406. Online and offline filters can help clean oil, whereas breathers or air conditioners can be utilized to protect lubricants.

Use cleanliness-control centers to ensure your lubricants are stored safely, remain clean, and are transferred in a contamination-free environment. Best practices include:

- Storage, handling, and application as described above
- Contaminant exclusion through the use of desiccant breathers on stored lubricants and machine oil reservoirs
- Oil filtration at optimal micron rating for each application

Contracted lube techs backed by a resourceful company have both the skills and knowledge to help you strategically control contamination.

Capturing Valuable Knowledge

Updated Procedures

According to a recent poll from machinerylubrication.com, 45% of lubrication professionals admit to having no written procedures. Without documented procedures that clearly detail action steps and set specific lubricant volume and type requirements, the care of your machines is largely being left up to chance. When employees are guessing about how to lubricate machines, it impacts everything from machine reliability to oil analysis trending and results.

Written procedures champion precision maintenance and confidence in the task at hand, and allow you to better understand and protect your machine assets. Skilled lube techs understand the importance of well-drafted procedures and can help eliminate any uncertainty by reevaluating your plant's tribal knowledge and passing on reliable information to your maintenance and operations teams.

Lube Route Planning and Documentation

After tasks and their necessary equipment have been identified, lube routes must be planned to figure out how to best service each machine. Careful documentation is key to a lube route's efficiency. Skilled lube techs can evaluate where your plant's current lube routes are falling short and consolidate routes so that smaller tasks can remain top of mind when a worker is going through a main route.

Contracted lube techs can also retrofit current lube routes with updated maintenance tasks, such as mandating a designated schedule for monthly oil sampling extractions during weekly inspection of machines. This increases employees' lubrication awareness and increases the chances of catching potential component or machine failures before they turn fatal.

> "45% of lubrication professionals admit to having no written procedures."

The Cost of Poor Lubrication

Lubrication has a major impact on downtime and maintenance costs, one that is often underestimated or overlooked when making budget decisions. If you are looking to cost-justify lubrication improvements — with or without the help of contract lubrication technicians — this method can help you estimate the cost. The more people in your company that you can involve in creating the estimated numbers, the more buy-in you are likely to have once the final calculation has been made.

Here are the most important aspects to consider:

- **Percentage of costs due to repair (A):** This includes parts, labor, supervision and management, overhead, insurance, risk-based costs, and incidentals.
- **Percentage due to wear or lubricated components (B):** It is important to itemize and consider replacement costs for both lubricated and associated non-lubricated components (shafts, housings, cages, fans, couplings, etc.) affected by failure of lubricated components. This estimate should include all scheduled and unscheduled repair work, such as replacements and rebuilds, and follow-up work for commissioning and assessment of newly deployed equipment.
- **Percentage of wear problems due to poor lubrication (C):** This is an estimate of the negative impact of current practices on lubricated components. Influences could include: incorrectly selected lubricants, too much or too little lubricant, incorrect relubrication frequency, ineffective contamination control, and poor oil analysis practices.
- **Percentage of wear that could have been avoided (D):** This can be a tricky number to estimate. However, a combination of the lubrication team's best guess plus case study-based information from other sources can be useful in "guesstimating" this number.

Once these estimates have been made, the opportunity costs resulting from the repair of lubricated components as a direct consequence of ineffective lubrication is simply: **Opportunity costs (repair) = (maintenance cost + downtime cost) x A x B x C x D**

The final cost attribute to consider is the cost of inefficiency associated with deploying a poorly designed lubrication practice. While the effect of poor design (for example, incorrect regrease frequency, volume, and product selection) is accounted for in the repair opportunity costs, you must also recognize the wasted time and effort associated with that design. This value is derived by estimating the percentage of the maintenance budget associated with lubrication PMs and other lubrication-based non-repair activities (X, including labor and materials) and then estimating the percentage of this value that is unnecessary (Y). It is:

Opportunity costs (inefficiency) = (maintenance cost) x X x Y

Using the example in Figure 1, it is estimated that based on an annual maintenance budget (likely case) of $13 million and estimated annual downtime costs of $5 million, we have a total of $1,426,000 in repair and inefficiency costs that can be eliminated through a well-designed, well-executed best practices program.

Benefits Potential Rollup

	Low Case	Likely Case	High Case	
Input estimated total annual maintenance costs to nearest thousand	$12,000,000	$12,000,000	$12,000,000	Parts, labor, supervision, management, overhead, insurance, risk-based incidentals, etc.
Input estimated annual downtime costs and risk-based costs to nearest thousand	$4,000,000	$5,000,000	$6,000,000	Includes unscheduled downtime, excessive scheduled downtime, production derate costs.
Select percentage of maintenance and other costs attributable to repair	40%	60%	70%	Excludes PMs, inspections, etc. Includes inspection/PM follow-up work and scheduled rebuilds and replacements.
Select percentage of repair that is attributable to mechanical wear of lubricated components	30%	40%	50%	Abrasion, fatigue, adhesion, cavitation, corrosion, etc. Excludes operations failures, electrical failures, etc.
Select estimated percentage of mechanical wear that is attributable to poor lubrication	50%	60%	70%	Poorly selected lube, overlubrication, underlubrication, ineffective contamination control, ineffective oil analysis, etc.
Select estimated percentage of mechanical wear that is attributable to poor lubrication	40%	50%	70%	
Input percentage of total maintenance costs attributable to lubrication PMs, inspections, oil analysis and other non-repair-related activities	5%	5%	5%	Includes parts, labor, supplies, supervision, management, overhead, etc.
Input estimated percentage of these activities that are waste	10%	20%	30%	Either fail to add value or actually induce failure.
Estimated Potential Annual Savings	$444,000	$1,426,000	$3,640,000	

Figure 1

So, what's the net result? In the case of these hypothetical plants, the annual savings range from $444,000 to $3 million or more.

When most companies go through this exercise, they are shocked by the results. Making similar estimates for your plant can help show the dollar value of lubrication improvements to leadership or other influencers in the organization. With the lubrication improvements that a contract lube technician can bring, these savings may help you cost-justify bringing in outsourced help.

Equipment modifications

Machines can require modifications for many reasons, whether to enable inspections of in-service oil, ensure accurate oil analysis and consistent oil sampling, improve the accuracy of lubrication procedures, or monitor the effectiveness of the contamination control program. Contracted lubrication technicians fully grasp the profitability proper equipment modifications can make.

Machine modifications commonly used for lubrication procedures revolve around lubricant delivery devices like constant-level oilers, single-point lubricators, grease purge valves, grease fittings, centralized lube systems, spray systems, and more. Heaters, coolers, and other temperature-management systems are also uncommonly added to systems. The accurate lubrication delivery ultimately determines the overall health, reliability, and efficiency of your equipment. The contracting company may supply the lube techs with any modifications needed. The lube techs can expertly install and test these modifications and pass on these skills to your workers.

Oil Analysis Services

Oil analysis is a staple of the lubrication business and allows maintenance and reliability professionals to track their lubricants' performance and analyze the overall health of their machines. There is a spectrum of tests one can order through oil analysis to monitor contamination, wear, oxidation, water content, and other performance characteristics of lubricant. Oil analysis interpretation can help determine how beneficial your lubrication program is to your operation.

To ensure you receive accurate data, contract a certified technician. IFM uses certified Oil Monitoring Analysts (OMA), who can help ensure sample quality by choosing the appropriate sample location, equipment, and method used.

Learn more about oil sampling and analysis services on the IFM website.

Lubricant Consolidation

Naturally, as new equipment is acquired, new lubricants will also be purchased. It is not unusual to find several identical products under different brand names sitting in inventory. Those who know little in the way of lubrication tend to always have too much on hand. An overabundance of lubricants is a detriment to your lubrication program.

Personnel should be thinking in terms of performance specifications instead of brand names. Focusing on what equipment needs rather than what a brand name promises it matches with. A slimmer selection of lubricants leads to less confusion, which in turn translates into fewer mistakes that could potentially lead to component failure and major downtime. No ill machines? No expensive repair bills or costly downtime. Also consider how buying lubricants you know your equipment needs is another opportunity to lower purchasing costs. Contracted lubricant technicians can assist with instructing your staff on how to consolidate lubricants and exactly which lubricants are needed for which machines.

CHOOSING A LUBRICATION CONTRACTOR

General labor contractor vs. specialized contractor

If you are already considering contracting technicians at your plant, consider going the extra mile and avoid using general labor contractors. Why waste time and money hiring techs who will be almost identical to the techs already working at your facility? If you do not strive to find technicians who specialize in lubrication, your lubrication program will at best be no more efficient than before.

What really separates contracted lube techs from general labor techs, though? How is management to know whether a contracted tech can perform the particular jobs needed? Certification provided by a third-party entity must be required. Managers are spread thin, and they cannot be experts in every field. With certification, managers simply have to know who the experts are and where to find them.

The International Council for Machinery Lubrication (ICML) is a non-profit organization offering multi-level skill certifications that cover a range of lubrication knowledge. Some focus on foundational knowledge, such as the MLT I, while others focus on oil analysis or more advanced lubrication engineering topics. A lubrication technician with a trusted certification can bring valuable knowledge, not only in performing duties according to best practices, but also in spotting problems that others may miss.

General contract laborers do not possess the lubrication experience or knowledge to see the bigger picture of your program and how it is helping or hurting machine efficiency. While a general maintenance worker may be able to complete basic lubrication tasks, they may not know how to avoid contamination problems or spot signs of lubrication-related failure.

Specialized contracted lubrication techs, however, have the skills and resources to understand your program and take a more holistic approach. The significance of every lubricant, component, and procedure will be considered. Bringing in a certified technician can help you identify both quick wins and long-term improvements that have bottom-line results. The best skilled labor providers are those who offer additional services and support to actually improve your program and gain the benefits of better lubrication.

Questions to ask before selecting a lubrication contractor

These questions are important to consider internally or discuss with any potential contractors you may consider using for lubrication services.

How much experience does the contractor have with lubrication?

With experience comes knowledge and development of skills. You want somebody who knows how to get the job done because they have performed the job numerous times and are prepared for any variations that may spring up. IFM leverages over 95 years in the lubrication industry to offer an unmatched level of expertise, safety, and quality.

What services and support will technicians have from the contracting company?

It is crucial to contract technicians who are backed by reputable companies with lubrication experience. The contracting company's effectiveness depends on what services and support it offers embedded technicians. Providers who have a range of connections within the maintenance and reliability industry may also be able to recommend relevant vendors for more specific needs.

The Right Tech Tools for the Job

Even when you have the great people in place, you need to track and manage their work effectively. Most CMMS systems are tough to adapt for lubrication tasks and inspections. But with a platform like LubePM, you can monitor and manage your lubrication program at all levels.

LubePM gives managers a holistic view of the lubrication program status at one or more plant locations, allowing you to automate work management tasks, manage approvals, and more. The LubePM companion mobile app also empowers technicians with best-practice procedures and reporting features for better PM compliance.



LubePM: Lubrication Program Manager

LubePM comes with 20+ years of Noria experience built in to give you confidence in your decisions and help you create a lubrication program that brings value and drives reliability.

What equipment will the contractor provide or include in the plan?

If the contractor cannot provide at least some of the necessary equipment needed to service your lube program, it is a bad fit. You do not want to be caught with the manpower and information to elevate your program but not the proper equipment. Also, ask if the contractor has rental equipment that can be included in the agreement.

How are safety concerns handled by the contractor?

Bringing an outsider into a new environment could mean safety concerns — be sure your supplier has a strong safety record and a clear safety plan that aligns with your expectations. If your supplier does not communicate frequently and clearly about work conditions and safety procedures, find one who does.

What reporting is provided?

Professional and easy to understand data is what you need. Ensure that the reports you receive allow you to stay on top of any projects even when you are not around. If you have to constantly monitor contracted lube techs, you're not getting the full value of an experienced employee. Be sure your contractor will provide frequent reports that align with your goals and initiatives.

How is performance tracked?

Establishing useful Key-Performance Indicators (KPIs) is essential for tracking the effectiveness of a lubrication program. Be sure to agree on KPIs early in the process to avoid missed goals and ensure that useful data is being collected.

What happens if a technician needs to be replaced with a new person?

Should a technician fall ill or be rushed away due to personal matters, you must be made aware immediately. Be sure the contractor has a plan in place and clear language about the replacement process.

How much work or oversight will be required of you?

Utilizing contractors should decrease management tasks overall. Find a service provider and partner who makes the process transparent and simple for you. IFM focuses on TurnKey services because we know that clients are looking to reduce complications — not add to their existing management workload.

About Industrial Fluid Management

Industrial Fluid Management (IFM), a division of Gaubert Oil Company, specializes in lubrication-related products and services for the industrial, marine, oil & gas, petrochemical, and refining markets. IFM leverages over 95 years in the lubrication industry to offer lubrication solutions with an unmatched level of expertise, safety, and quality.

IFM is committed to excellence and innovation. We work with reliability and maintenance professionals to increase reliability through quality lubrication.

Our Parent Company

Founded in 1926, Gaubert Oil Company has been providing quality fuel, lubricants, chemicals, equipment, and lubrication-related services to North America's largest industries for decades. Gaubert Oil Company provides safe, accurate, and reliable delivery services throughout the Southeastern United States. At Gaubert Oil Company, we're proud of our reputation for excellence and our continued commitment to being First in Service.

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