



## VALUE-ADDED SERVICES

Ready to transform your commercial and industrial operations? Our **Value-Added Services (VAS)** team comprised of certified technical professionals with decades of industrial engineering, maintenance and reliability experience can help you achieve your maintenance and reliability goals. Using data driven processes and analysis, we review your current maintenance operations and programs to provide a range of options to improve reliability, safety and productivity to ensure your business is operating at peak efficiency at the lowest total cost.

Calumet offers more than just high-performance lubricants which deliver immediate and long-term benefits to our customers. We are your Strategic Partner dedicated to enhancing the performance and longevity of your commercial and industrial business operations, and help you realize inherent value from your programs, people, systems and assets.

Our comprehensive VAS program is designed to address your specific operational challenges through a combination of technical training, analysis, expert consultation and coaching and mentoring of management, operations and maintenance and reliability teams.

# Calumet Value Added Services Advantage

## HIGH-PERFORMANCE LUBRICANTS

Calumet high-performance lubricant products are engineered for the most demanding consumer, commercial and industrial conditions, offering superior protection, extended drain intervals, longer oil life, and exceptional performance that translate into significant cost savings, and operational efficiencies that lower your *Total Cost of Ownership*.

## CONSULTATIVE PARTNERSHIP APPROACH TO BUSINESS GROWTH

We have a deep understanding of our customer’s businesses with the primary goal of working together to improve maintenance practices, operational performance, as well as reliability to help our customers achieve sales growth. Our consultative approach extends beyond selecting the right lubricants, with a focus on understanding the intricacies of your business, its operational challenges, and unique issues. We prioritize collaboration and work as your partner to ensure that our solutions are not just effective, but are also aligned with your strategic business goals.

## MULTI-DISCIPLINARY EXPERTISE AT YOUR SERVICE

Our consultative team offers a wide range of expertise covering areas of maintenance reliability and program operations, safety and sustainability, system design and training.

- INNOVATIVE PRODUCT SOLUTIONS  
To address specific applications and issues in your industry that enhance operational efficiency and improve reliability.
- LUBRICATION AND TECHNICAL EXPERTS  
Maintenance and Reliability Industry experts provide strategic consultation, equipment inspections, troubleshooting and ongoing support to optimize your operations and reduce downtime.

## ADVANCED VALUE-ADDED SERVICES TRAINING SUPPORT

We offer comprehensive training programs that are designed to raise maintenance practices to industry standards by creating knowledgeable, confident and motivated maintenance personnel and operators. Our Value-Added Training inspires changes in maintenance practices and procedures that improve worker efficiency, increase asset reliability, and reduce reactive maintenance. Training focuses on providing practical knowledge and motivating the type of daily changes that produce a rapid return on investment.

## RESPONSIVE SUPPORT

Our team of experts are dedicated to providing exceptional and responsive customer service which extends well beyond the initial sale, ensuring minimal operational downtime and maximizing productivity for your commercial and industrial operations. We prioritize continuous improvement based on customer feedback to further support the success of your business.

# SERVICES OFFERED

## RELIABILITY AND EQUIPMENT TRAINING / SUPPORT

Our reliability audits go beyond conventional inspections. Our team conducts in-depth analysis of your equipment and operational practices to identify potential inefficiencies and reliability risks. We provide customized and targeted recommendations tailored to specific equipment and operational needs, focusing on enhancing overall system performance and reliability.

## LUBRICATION PROGRAM & APPLICATION ANALYSIS, TRAINING / SUPPORT

Our lubrication programs are comprehensive solutions designed to enhance the operational conditions and performance of your equipment, while our application analysis go beyond standard diagnostics.

# PROCESS

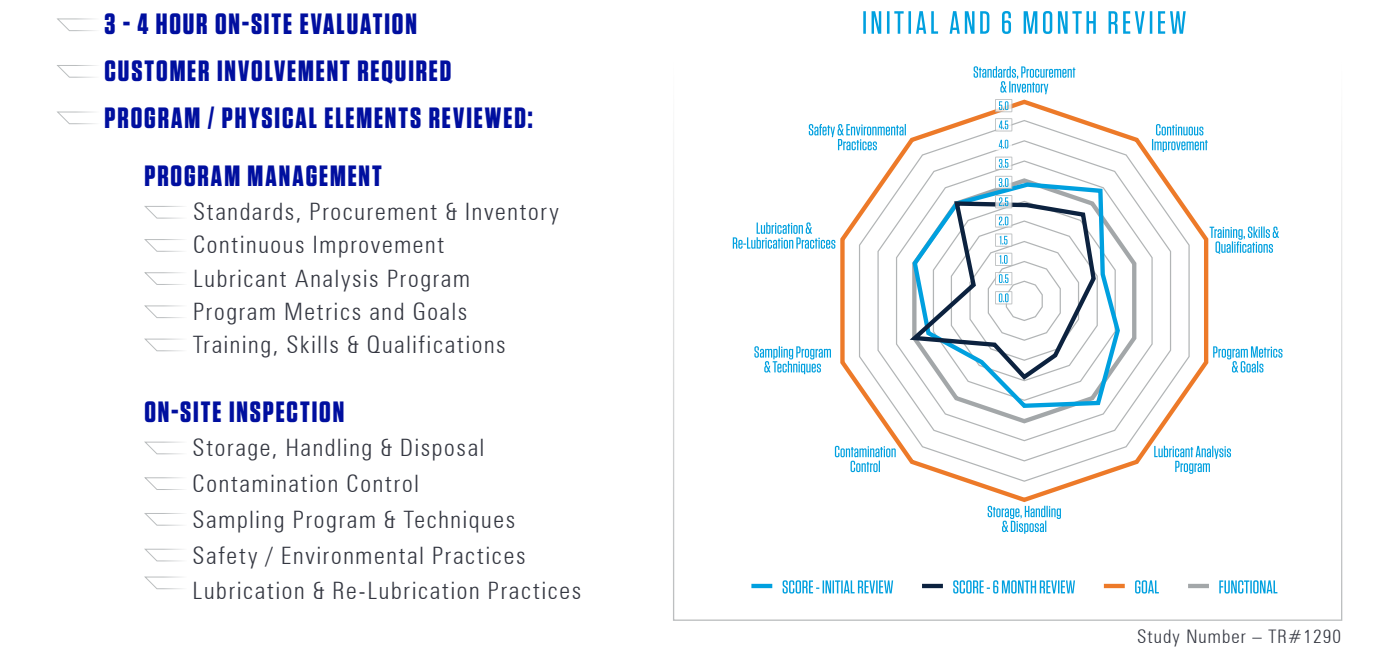
Our team of experts evaluate how your machinery interacts with lubricants under various operational stresses and environments, to better understand the specific needs of your equipment and tailor the right lubricant to effectively meet these requirements. We guide you in selecting the right lubricants specifically formulated for each application.

- HANDS-ON LEARNING  
Practical, hands-on-sessions that allow your team to experience real-world scenarios and solutions.
- CONTINUOUS EDUCATION  
We provide ongoing support and updates on the latest in lubrication practices, keeping your team up to date.
- TECHNICAL COMPONENT TROUBLESHOOTING / ROOT CAUSE ANALYSIS SUPPORT  
Hands-on support for technical teams to help diagnose and address failure modes on specific assets or components.
- EXPERT ASSISTANCE  
Our team is always available to assist with any lubrication challenges you may encounter, ensuring you have a reliable partner to help resolve any issues.

# AUDITS & ANALYSIS

## LUBRICATION GAP ANALYSIS

Even minor inefficiencies in lubrication can lead to significant setbacks. Choosing our program means selecting a partner committed to your operational success. Our team’s Lubrication GAP Analysis is meticulously designed to help pinpoint inefficiencies, providing clear, actionable insights to enhance your machinery’s performance and reliability. It also helps to foster an environment of continuous improvement within your operations.



## PLANT AUDITS WITH FOCUS ON RELIABILITY IMPROVEMENTS

Our experts conduct in-depth evaluations of your plant, examining machinery operating environment, failure history and maintenance practices to identify potential vulnerabilities that could lead to costly equipment downtime or inefficiencies. Comprehensive equipment inspections are focused on maximizing asset performance and operational readiness and we deliver detailed recommendations tailored to help mitigate risks and improve the reliability of your plant systems.

# TESTIMONIALS

I was pleasantly surprised that a lubrication company had professionals on their staff to provide a service that goes well beyond the purchase of equipment lubrication.

PLANT RELIABILITY SUPERINTENDENT Major Gas to Liquids Plant

As a result on these classes we have seen numerous improvements including improved pump life and packing run life. I feel these efforts at this mill have directly impacted the bottom line and had a positive impact on the maintenance department.

ENGINEERING MANAGER Large Cellulose Plant

I would strongly recommend this class to any mechanic, technician or engineer who has to deal with physical realities of equipment.

CHAIRMAN Regional ASME Chapter

We feel that the classes you delivered to our mechanics, engineers and operators will give tremendous results. I have not heard that much positive response to a training class since I have been at this plant.

MAINTENANCE LEADER Large Manufacturing Facility

# TRAINING COURSES

We offer the following courses to help improve your team's understanding of maintenance and reliability best practices. Calumet Instructors can reasonably modify or tailor any course to meet a company's specific needs, ensuring relevance and maximum impact towards the goals of your business. Course tailoring / modifications can also include a "walk-through" inspection of a company's equipment with examples included in the training, and course lengths can also be modified to accommodate plant schedules.

## **LUBRICATION BEST PRACTICES** | 1 – 4 hrs

Functions of lubrication, types and the basics of oil and grease application are explained. Best practices on oil handling, storing, dispensing, sampling, test procedures and applications are discussed, as well as their part in improved uptime and total cost of ownership.

## **OPERATOR AWARENESS TRAINING** | 4 hrs

This training will help develop a partnership between operators and maintenance personnel by educating operators on the fundamentals of rotating equipment reliability.

## **BEARING FUNDAMENTALS** | 4 hrs

This class focuses on providing a better understanding of the function, limits, and proper installation of various bearing types, essential for a proactive bearing failure management program.

## **ROTATING EQUIPMENT RELIABILITY** | 4 hrs

Introduction of industry best practices for the installation, maintenance, and service of a broad range of rotating equipment. This class will benefit all who are responsible for the purchase, installation, acceptance, operation, maintenance, or the reliability of rotating equipment.

## **MECHANICAL SEAL FUNDAMENTALS** | 4 hrs

This course provides an overview of common types of seals and seal plans including industry standards for installation, operation, and maintenance.

## **INDUSTRIAL GEARBOX FUNDAMENTALS AND MAINTENANCE** | 4 hrs

This course will provide information on the function of gear boxes, common lubrication and tips for proper maintenance and service of most common gear boxes. Also discussed are fundamental condition monitoring and assessment strategies as part of gearbox reliability.

## **EFFECTIVE STORE ROOM MANAGEMENT** | 4 hrs

The "do's" and "don'ts" of parts and equipment handling and storage procedures and possible impact on equipment reliability.

# INSTRUCTORS

## **DARRELL BAILEY** | Reliability Senior Manager

Darrell brings 36 years of experience in industrial, manufacturing, engineering and reliability maintenance to the Value-Added Services Team. His range of experience extends from hands-on to supervision, plant maintenance and engineering management, project management, system design and training. Darrell is well versed in all aspects of oil analysis, lube system audits and system troubleshooting. He has successfully completed numerous process improvement projects in multiple facilities, from water treatment to high-speed manufacturing.

Darrell is currently a reliability manager for Calumet Inc, where he has spent over 10 years providing technical support, quality training and equipment & lubrication troubleshooting for Calumet customers and distributors.



Reach out today to discover the full benefits of partnering with us and how our customized approach can address your specific needs.

For more information or to discuss training call  
**Technical Services 317-328-5660**



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