

## Wearcheck changes its corporate image . . . and takes on Africa

WEARCHECK IS PROUD to present its new name - Wearcheck Africa - and its new corporate identity as a member of the International Wearcheck Group (IWCG).

This follows the signing of the IWCG charter in Munich, Germany during May and Wearcheck's acquisition of sole IWCG rights for the continent of Africa.

Wearcheck managing director Wally Crawford said that the charter gave Wearcheck Africa access to the resources and technology of the seven other Wearcheck companies based in Australia, Belgium, Canada, Germany, Spain, the United Kingdom and the USA.

### Common logo

The final document, the result of two years of planning, defines the market areas of existing members, the admission of new members and the acceptance of a common Wearcheck logo.

"We have viewed the African continent as a potential market for some time now," Mr Crawford said. "We were appointed as the accredited oil analysis laboratory for Garrétt jet turbines in Africa last year and we plan to develop this market further when the time is right."

### Standardise

The IWCG charter also provides for a procedure whereby oil samples are anal-



ysed by each member company on a round robin basis.

"This will enable us to compare results and standardise systems," Mr Crawford said. "The sharing of technical information and computer programmes will also be of enormous benefit to all group companies."

While visiting Wearcheck laboratories in Europe and the United Kingdom in May, technical director Gary Brown and laboratory manager Alistair Geach were encouraged to find that Wearcheck Africa's laboratory compared favourably with those in England, Germany and Belgium.

### Conference

Moving on to the International Condition Monitoring Conference in Wales where Alistair presented one of the 75 papers, they found it interesting to see the latest instruments on display.

"We were exposed to a wide variety of technologies and experts in their fields,"

said Alistair. "This type of conference provides us with a yardstick to measure Wearcheck's capabilities and we are satisfied that we are internationally competitive."

Members of the IWCG raise their glasses in a toast to the new Charter formalising relations between the eight Wearcheck companies worldwide at a meeting in Munich. Wearcheck Africa's technical director, Gary Brown is second from the left.

## Wearcheck extends link with Barlows

AFTER FIVE YEARS of analysing oil samples for Barlows Equipment Company, Wearcheck has extended its longstanding involvement with the group to take on the entire oil analysis function - including diagnosis and customer liaison - for all Caterpillar equipment in southern Africa.

Barlows service director Mr Des Shiel is convinced that the move will benefit all Caterpillar users.

"Ongoing support from

the Barlows organisation will enhance the excellent service Wearcheck has always provided," Mr Shiel said.

Wearcheck MD Wally Crawford explained, "This strategic alliance is in line with our continuing development policy and in no way affects the independence of either Barlows or ourselves.

"We are looking forward to working with Caterpillar users who have joined the Wearcheck programme."



# Oil analysis saves Grinaker Construction thousands

WEARCHECK's OIL analysis service is an integral part of Grinaker Construction's plant and equipment maintenance programme, saving the company hundreds of thousands of rand every year.

Ian Burford, Grinaker's national technical manager, believes that the cost of oil analysis is insignificant compared with the savings enjoyed.

## Accelerated wear

"For example, three consecutive oil samples from a Caterpillar transmission indicated accelerated clutch pack wear recently. On inspection, we found that the transmission control cable had been incorrectly adjusted. If this had not been corrected timeously, it could have resulted in transmission clutch failure which would have cost at least R20 000 to repair."

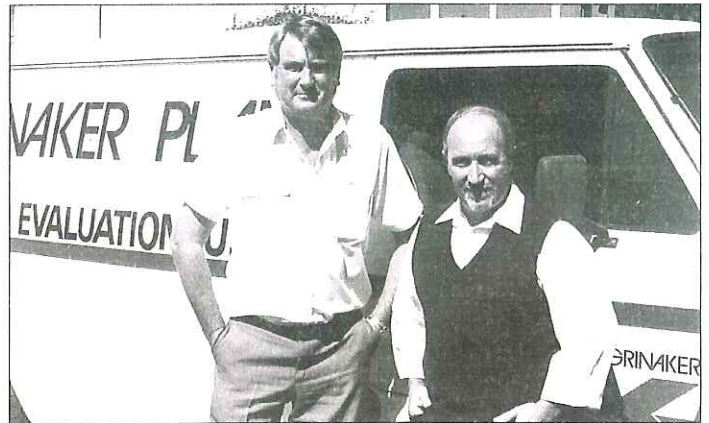
Mr Burford cites another

occasion when a sample from an excavator swing drive showed an increase in iron and chrome readings with small wear particles being generated. A follow-up sample revealed an even heavier concentration of debris and, on opening the unit, Grinaker found the bearing surface breaking up due to fatigue.

The bearings were replaced and all readings returned to normal. If this wear pattern had not been detected early, it would have resulted in excessive wear and ultimate failure of the planetary group which would have cost the company at least R25 000.

## Prompt reaction

"Oil analysis supports a great deal of our day-to-day work," Mr Burford said. "However, I would like to emphasise that you only get out of oil analysis what you put into it. One must be pre-



pared and equipped to react promptly to the diagnostician's interpretation of a sample.

Oil analysis is an integral element of Grinaker Construction's plant maintenance programme. National technical manager Ian Burford (left) and plant director Jack Denz believe that the cost of oil analysis is insignificant compared with the savings it effects.

pared and equipped to react promptly to the diagnostician's interpretation of a sample.

"We also find that conducting in-depth analyses of sample results in-house helps us evaluate the condition of individual units and monitor trends. This influences maintenance planning and the pur-

chase of new equipment and gives us greater control of the plant fleet. The data also supplements warranty claims."

Establishing a good working relationship with your oil analysis company is essential, Mr Burford believes, because the more information the diagnostician has to work with the easier his task is. Information supplied by the client to the laboratory can prove vital in the case of a problematic sample.

Wearcheck technical director Gary Brown is convinced that technical managers of plant and equipment cannot afford to be without oil analysis nowadays.

## Trend to analysis

"Companies are being forced to seek greater efficiencies as the cost of plant and equipment soars," he said. "Effective maintenance is essential to reduce the need for expensive new equipment and parts, and oil analysis is at the heart of this trend."

"Our customers have proved time and time again that oil analysis pays for itself many times over."

## Castrol joins the Wearcheck programme

CASTROL SA moved its oil analysis account to Wearcheck recently.

Castrol's industrial marketing manager Kevin le Roux said he considered Wearcheck's the most up-to-date and reliable laboratory in the country which would provide the high standard of service required for companies using Castrol's Lubricheck programme.

The new contract, which will involve an estimated 800 oil samples per month, was welcomed by Wearcheck MD Wally Crawford.

"As Wearcheck's client base expands we are developing our internal capacity to absorb the increased workload," he

said. "Customer service excellence remains a high priority for new and existing clients."

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Whilst in England recently, Wearcheck's Gary Brown and Alistair Geach visited Castrol's International Technology Centre in Pangbourne where they were given a tour of the main laboratory and the engine lubricants test centre.

They found both extremely impressive and gained a greater appreciation and respect for the technical sophistication of oil-based lubrication products.



# Turnaround time cut dramatically with Courier Plus

WEARCHECK's Courier Plus, the customised version of Speed Services pre-paid envelope system introduced earlier this year, is proving its worth.

## Two days

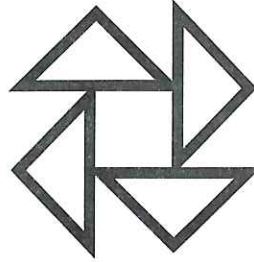
One of the success stories is Optimum Colliery near Middelburg where management information systems superintendent Martin Roos reports that sample turnaround has reduced from up to 10 days to between two and three

days, at very little extra cost.

Speed Services operates an overnight counter-to-counter service from 800 post offices throughout the country and is ideal for companies located in areas where the regular mail service is slow.

Courier Plus envelopes complete with the Wearcheck label and protective lining can be purchased from Wearcheck. Pre-paid envelopes may also be bought directly from Speed Services on account.

## Wearcheck qualifies for Technology Top 100 award



**TECHNOLOGY  
TOP • 100**

**SOUTH AFRICAN TECHNOLOGY  
FOR WORLD MARKETS  
1993**

WEARCHECK was one of a select group of companies who qualified in the engineering services category of the Technology Top 100 '93 awards which were presented earlier this year.

## Advanced

The competition is organised annually by Engineering Week and the SA Engineering Association to recognise South Africa's most technologically advanced companies.

## Comrades Marathon '94



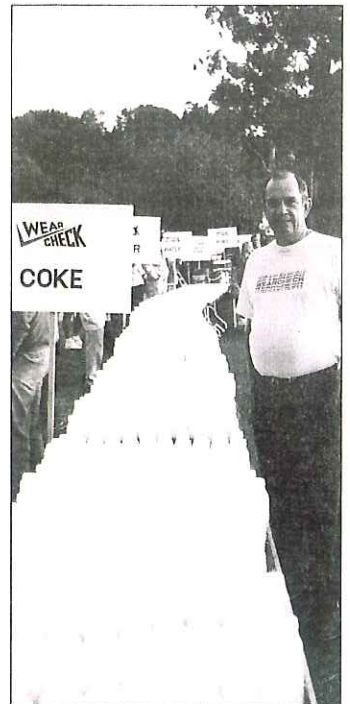
## Wearcheck was there!

THE WEARCHECK refreshment station at Comrades '94 was not the uphill effort it was expected to be after last year's marathon session.

Although staff, family and friends had a much earlier start (4 am!) to set up for this year's uphill run, the last runners passed by at about 9.30 am and, after a quick tidy up, everyone was able to relax and enjoy the rest of the race.

Grateful thanks to Grinaker Plant for the loan of their water tanker - it made the task of filling hundreds of plastic containers with water so much easier!

As the sun came up the Wearcheck crew were ready for action. This group had time for a quick photograph: (left to right) Gary Barnes, Jill Barnes, Amalia Sehannie, Fanie van Jaarsveld and Nick Thomas.



MD Wally Crawford inspects row upon row of plastic containers filled with drinks before the Comrades runners reached the Wearcheck refreshment stand on Fields Hill.



# Training courses show results in workplace

FEEDBACK FROM companies whose staff have attended Wearcheck's training courses has shown that the courses are producing concrete benefits in the workplace.

## Understanding

NPA Roads Branch recently sent 15 people on the courses. Said spokesman Mark Pistorius, "Previously, our staff tended to be slightly critical of oil analysis because they did not understand it fully. Now that they have completed the courses and have a better understanding of the subject, they are much more receptive to the information that Wearcheck supplies to us. There is also far better communication all round."

André Dippenaar, workshop manager of Stuarts

Transport, is more than pleased with the results since seven of his mechanics attended Wearcheck courses. "They are now better equipped to look for and solve technical problems, and generally to monitor their engines more effectively. We are planning to send all of our mechanics on the Wearcheck courses when time permits."

Courses scheduled for the remainder of the year are shown here.

**Course 1:** A practical introduction to oil analysis (8h30-12h00) Cost: R90 per person\*

**Course 2:** The applications of oil analysis and an introduction to troubleshooting (8h30-16h30) Cost: R288 per person\*

**Course 3:** The technical management of oil analysis and lubrication (One and a half days) Cost: R570 per person

\* Special rate for Wearcheck customers

## Training Courses

Course 1	Course 2	Course 3	Venue
August 16	August 17	August 18 & 19	Jhb
September 19	September 20	September 21 & 22	Pinetown
October 11	October 12	October 13 & 14	Jhb
November 22	November 23	November 24 & 25	Jhb

## Top maintenance team wins Wearcheck shield

A GLEAMING NEW shield donated by Wearcheck was awarded to the KwaZulu Department of Works' Midlands region in April for recording the lowest percentage of "actionable" oil samples over a 12-month period.

The Wearcheck shield was one of ten awards presented at a special ceremony recognising the achievements of KwaZulu Department of Works personnel in improving machine maintenance.



Colin Liddel (left), regional director of the Midlands region of the KwaZulu Department of Works accepts the Wearcheck shield for the region with the lowest percentage of actionable oil samples. Looking on are Phineas Magwenyane of the Department of Works and Les Maker of P & M Plant Management who helped organise the ceremony.

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