

## The start of a great relationship

The first step is to get together with your dealer Customer Support Advisor (CSA) and discuss how a Fluid Analysis program would benefit your operation. Your CSA will also explain how Fluid Analysis fits into the entire CPS program of machine maintenance. Together, you can develop a new game plan that will help you get a grip on your owning and operating costs — a plan that raises both productivity and profits to new levels.

### It's easy

Convenience is the whole point of the John Deere Fluid Analysis program, so we keep it simple:

- Extract fluid samples.
- Record fluid and machine data.
- Send sample bottle and form to the lab.

That's it. Results and recommendations will be reported to you promptly.

Fluid Analysis offers extensive testing for engine, hydraulic, powertrain, cooling, and fuel systems. High-end tests are standard and offer leading indicators for machine monitoring.

### Service comes first

Between your dealer CSA and the laboratory support staff you can count on getting all the personal attention you need. Seven regional labs process samples quickly and accurately — usually the same day they're received. Then, you'll get a full report on your machine with easy-to-read tables. If your samples indicate a serious problem, you'll be notified immediately by phone, fax, or e-mail.



### Two more fluid-sampling solutions that will keep you running

**Diesel fuel analysis** lets you feel confident about the fuel you run in your machines. It's an easy way to know if your fuel is:

- Contaminated by water or particulates.
- Proper for your application.
- Within ASTM specifications.
- Acceptable for cold-temperature operation.

**Coolant analysis** provides an early-warning system that can prevent up to 40 percent of engine problems. If your coolant is abnormal or not performing, you'll know in plenty of time to act. The advance warning comes in the form of a detailed report that gives specific recommendations.

## Fluid Analysis Customer Personal Service

To learn more about the testing programs for diesel fuel and coolant, call your dealer today. Visit our website on Fluid Analysis at [www.deere.com/en\\_US/cfd/construction/deere\\_const/service\\_support/fluid\\_analysis.html](http://www.deere.com/en_US/cfd/construction/deere_const/service_support/fluid_analysis.html)

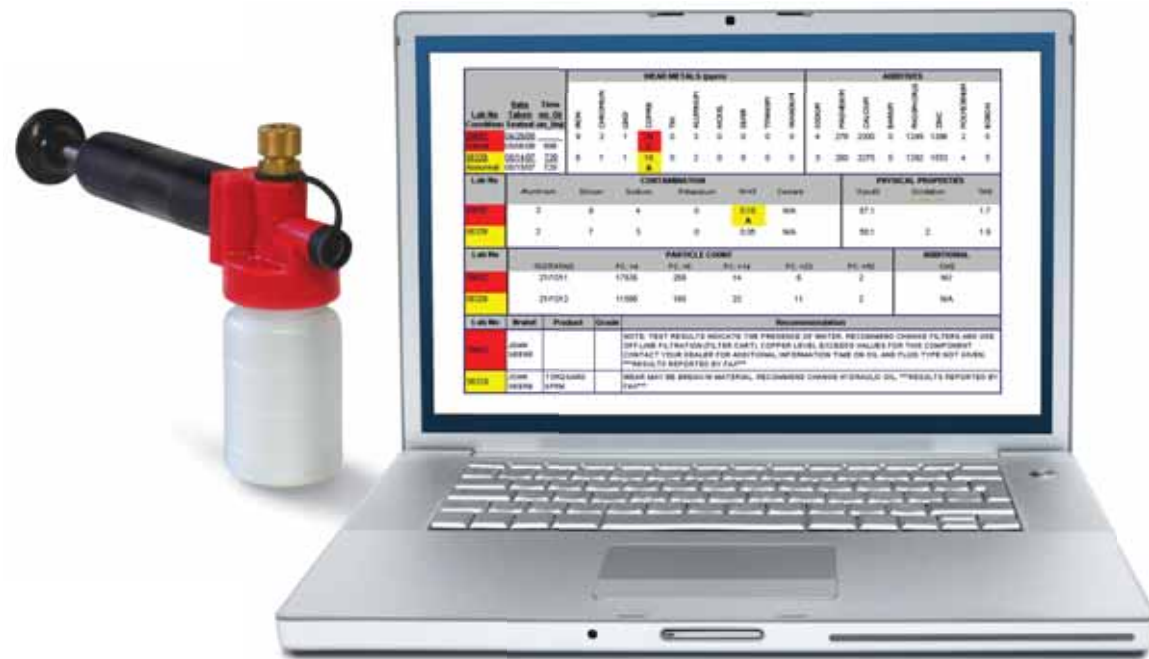




## Knowledge is power

Fluid Analysis aims to drastically reduce catastrophic downtime, optimize drain intervals, and save you money. It's a vital part of the Customer Personal Service (CPS) strategy for controlling costs and increasing profits. With a Fluid Analysis program, you won't have to guess if it's time to change fluids; overhaul your engine, transmission, or hydraulic system; or even trade-in your machine...you'll know!

That's why oil analysis is an important part of any Extended Warranty and Planned Maintenance Agreement. It establishes a history on each machine that helps you make informed, proactive decisions on machine maintenance. The end result is less downtime, lower stress levels, and bigger numbers on your bottom line.



## State-of-the-art analysis



Many fluid analysis programs don't do your equipment or your business justice because they don't give you the full story. The John Deere Fluid Analysis program tells you what's going on inside all of your machine's major components. So, if your engine, transmission, or hydraulic pump starts to go south, you'll know it – usually before you see a decline in performance.

Specialists use state-of-the-art technology to test oil samples for both chemical and physical properties. An emission spectrometer screens your oil for wear metals, additives, and contaminants. An automated viscometer measures the flow rate of your oil in relation to time. Additional tests are performed to evaluate indicators of engine, hydraulic, or transmission fluid degradation.

Fluid Analysis also helps you schedule service procedures during low-use periods. So, instead of reacting to downtime, you manage it. A major engine overhaul is never good news, but it's a lot easier to take if it's scheduled. It's also less expensive. By preempting catastrophic downtime, you can preserve the value of your major component systems, plus avoid collateral damage to other parts and systems.



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