

EMEA STRATEGIC OUTLOOK 2026

Predictive Maintenance & Lubrication Reliability

Empowering Industrial Partners Across EMEA with Advanced Contamination
Control & Asset Monitoring Solutions

The Industry Challenge

Why modern industrial facilities across EMEA are transitioning from reactive maintenance to proactive fluid management.

Cost of Ineffective Maintenance

Across the EMEA region, industrial manufacturing, power generation, food processing, and heavy logistics are undergoing a rapid shift toward **Predictive Maintenance (PdM)** and **Lubrication Reliability™**.



70%

Bearing Failures Caused by Poor Lubrication

Significant Economic Impact

Unplanned downtime costs EMEA manufacturers an estimated **€50,000 to €250,000 per hour**.

Transitioning to predictive lubrication models typically reduces total operational maintenance costs by **25% to 30%** while extending critical asset lifespans up to 10 times.

Historical operational data reveals that **up to 70% of premature bearing failures** are caused by oil contamination, moisture ingress, or improper grease application. With unscheduled plant downtime averaging **€50,000 to €250,000 per hour**, industrial operators are urgently seeking structured contamination control and real-time condition monitoring

Operational Transformation

Traditional Lube Shop

Reactive & Exposed: Rusty drums stored outdoors, unlabelled containers, unmonitored particulate contamination, and calendar-based oil changes that throw away viable fluids.

Lubretec Reliability Shop (LubeworX)

Proactive & Contained: Sealed colour-coded bulk storage, ISO 4406 cleanliness verification, closed-loop transfers, and condition-based predictive oil sampling.

Lubretec Solutions

Clean Lube Room Engineering

Lubretec delivers turnkey Lubrication Reliability™ infrastructure. From Lubristation and OilSafe bulk storage units to dedicated mobile filtration carts, we prevent fluid contamination before oil ever enters the machine.



Three Pillars of Lubrication

Lubretec provides a comprehensive, single-source ecosystem bridging the gap between fluid delivery and machinery longevity:



Clean Storage

Dedicated sealed lube rooms with built-in pumps, filters, and color-coded identification tags.



Contamination Control

Desiccant breathers, inline filtration units, and spill containment preventing water & particle ingress.



Predictive Monitoring

Real-time ISO cleanliness sensors, laboratory oil analysis, and digital grease metering tools.

Clean Storage & Distribution: Wall-mounted and floor-standing Lubristation & OilSafe units with built-in 3-way filtration and color-coded tagging eliminate cross-contamination.

Contamination Control: Air Sentry desiccant breathers and mobile filtration carts maintain fluid cleanliness to strict ISO 4406 standards.

Predictive Fluid Condition Monitoring: Portable particle counters (Particle Pal) and continuous online sensors track particulate, water saturation, and wear metals in real time.

Condition Monitoring

Real-Time Fluid Intelligence

Modern predictive maintenance relies on identifying fluid degradation during the early P-F (Potential Failure) interval.

By monitoring ISO 4406 particle counts, moisture saturation, and elemental wear metals, plant managers resolve anomalies prior to mechanical damage.

KPI for Oil Cleanliness is ISO 4406

- Shown by 3 numbers (22/18/13)
- Number of particles of 4, 6 and 14 μm , in 1 ml of oil

Example = ISO code 22/18/13

Larger than 4 μm is 22,340

Larger than 6 μm is 1,950

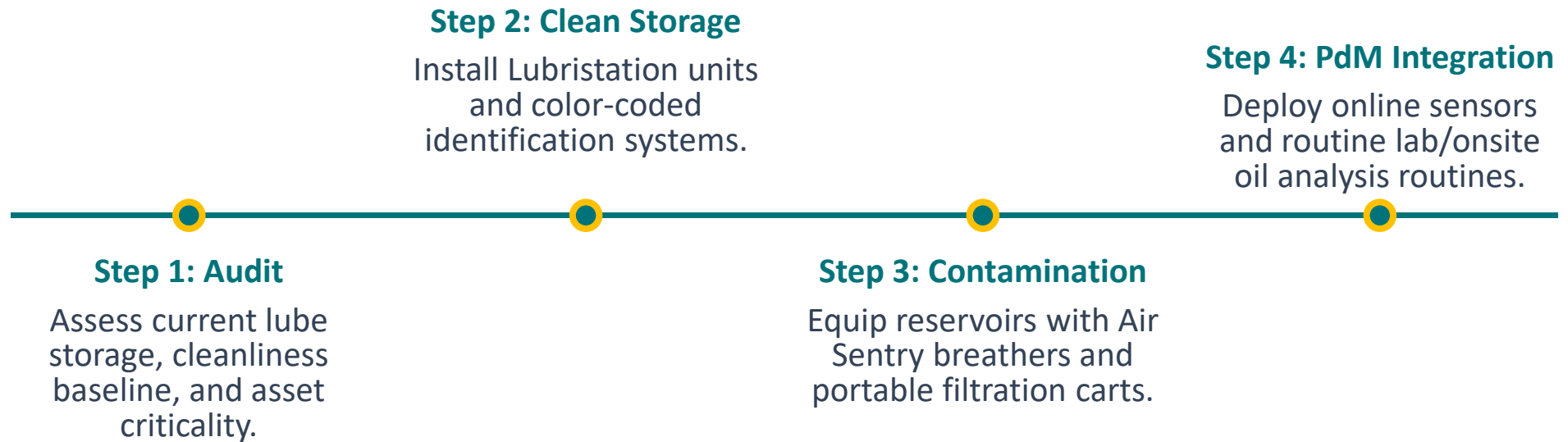
Larger than 14 μm is 43

Allocation of Particle Count Scale Numbers		
	Particles per millimeter	
ISO scale number	More than	Less than
22	20000	40000
21	10000	20000
20	5000	10000
19	2500	5000
18	1300	2500
17	640	1300
16	320	640
15	160	320
14	80	160
13	40	80
12	20	40
11	10	20
10	5	10
9	2,5	5
8	1,25	2,5

Dealer Portfolio Matrix

Product Family	Target Application	Primary Reliability Benefit	Key Brands
Bulk Lube Storage	Central Lubrication Rooms	Eliminates drum contamination & mixing	Lubristation, OilSafe
Desiccant Breathers	Reservoirs & Gearboxes	Stops particulate & moisture ingress	Air Sentry
Grease Application	Bearings & Motors	Prevents over- and under-greasing	Macnaught, OilSafe Lubristation
Oil Analysis & PdM	Critical Production Assets	Real-time ISO cleanliness & wear detection	Luneta

4-Step Deployment Roadmap



"Reliability starts in the lube room. Controlling contamination at the source is the single most cost-effective decision an industrial facility can make."

— Lubretec Reliability Engineering Team

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www.lubretec.com

Lubretec is expanding its partner network across Europe, the Middle East, and Africa. Ideal partners include Industrial Distributors, MRO Suppliers, Maintenance Specialists, and Reliability Engineering Firms. Partner Benefits: Comprehensive technical training, attractive margin structures, lead generation, and access to world-leading brands (OilSafe, Air Sentry, Luneta, Macnaught, Lubristation).