

## Signum<sup>SM</sup> Oil Analysis Sampling & Labelling Guidelines.

**All samples must be submitted in Signum<sup>SM</sup> Oil Analysis red-capped bottles with barcoded labels. Samples submitted without barcoded labels cannot be analysed.**

The Signum Oil Analysis programme is designed to analyse the condition of the lubricating oil in your vessel's machinery. It will also enable you to monitor the condition of your machinery through the trend of contaminants and wear metals in your oil samples. This will ensure that you can take corrective action where necessary to maintain the reliable operation of your machinery.

### Six steps to correct sampling and shipping:

#### Step 1

Ensure that the equipment you wish to sample is registered with Signum and that you can print a barcoded label for the equipment's sample point.

Information on how to register new equipment or to request that your vessel's Signum label file be e-mailed to your vessel can be found on the back of this document.

#### Step 2

Ensure that you take a representative sample by flushing the sample point to remove water and stagnant contaminated oil that has not been circulating.

#### Step 3

Draw a representative sample from the equipment's sample valve and fill the bottle. Do not overfill the sample bottle. Tighten the sample bottle cap to avoid leaks.



#### Step 4

Print the barcoded label from your vessel's Signum label file. If you do not have a label file, please contact ExxonMobil via e-mail at [signum.registration@exxonmobil.com](mailto:signum.registration@exxonmobil.com) and follow the instructions on the back of this document to have it e-mailed to your vessel.

SIGNUM		ME 3166122 30315760 11
OIL ANALYSIS		
Account: 170898	Total Equip. Hrs:	30000
ABC Shipping	Hrs Since Last Overhaul:	10000
Vessel Number: 3255547	Oil Service Hrs:	10000
Ocean Anna	Oil Volume:	3500 LITRES
Equipment Number: 002	Oil Used / 24 Hrs:	150 LITRES
Aux Engine #1	Date Sampled:	20/07/2014
Lubricant:	Date Landed:	20/07/2014
MOBILGARD M440	Port Landed:	Singapore
ME 3166122 30315760	Compatibility Test:	<input type="checkbox"/> (Please check if applicable)
	Special Data Test Info	
	Fd Rate (engine/day):	Amb.Temp(C):
	KW at Sampling:	Rel Humid(%):
	Fuel Sulphur, Wt%:	

**Important:** Please complete the oil hours, equipment hours, sample dates and any other relevant details on the barcoded sample labels.

#### Step 5

Wrap the barcoded label around the sample bottle and place the sample bottle in the mailing container.



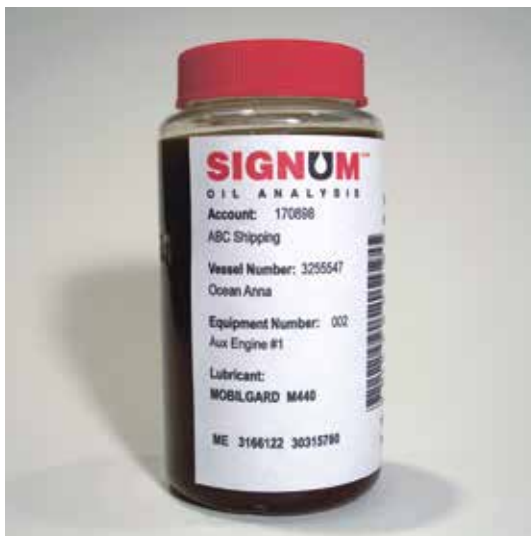
Please do NOT place the barcoded label on the black mailing container.

#### Step 6

Wrap the mailing address label around the mailing container and send it to the laboratory immediately, via courier or mail.



Using correct red-capped bottles with barcoded labels helps ensure correct and timely analysis, and expert interpretation of results.



### How to register new equipment with Signum<sup>SM</sup> and/or request your vessel's Signum label file.

Contact [signum.registration@exxonmobil.com](mailto:signum.registration@exxonmobil.com) to register new equipment or to request that your vessel's Signum label file be sent to your vessel via e-mail.

When registering new equipment, be sure to send the equipment make and model number. This process will ensure that all equipment is registered correctly before the sample is sent to the laboratory.

### Compatibility Samples Testing

SIGNUM		ME 3166122 30315760 11	
OIL ANALYSIS			
Account: 170898	Total Equip. Hrs:	30000	
ABC Shipping	Hrs Since Last Overhaul:	10000	
Vessel Number: 3255547	Oil Service Hrs:	10000	
Ocean Anna	Oil Volume:	3500 LITRES	
Equipment Number: 002	Oil Used / 24 Hrs:	150 LITRES	
Aux Engine #1	Date Sampled:	20/07/2014	
Lubricant: MOBILGARD M440	Date Landed:	20/07/2014	
	Port Landed:	Singapore	
	Compatibility Test:	<input type="checkbox"/> (Please check if applicable)	
	Special Data Test Info:		
	Fd Rate / Engine/day:	Amb.Temp(C):	
	KW at Sampling:	Rel Humid(%):	
	Fuel Sulphur, WT%:		
ME 3166122 30315760			

Check to request Compatibility Test.

#### Step 1

To have a complete Compatibility Test, please send in 2x Signum sample bottles per sample point with USED COMPETITOR'S OIL.

#### Step 2

Fill in the barcoded labels including sampling-date, service hours of equipment, oil charge and port landed. Do NOT change the registered Mobil product name but please write the competitor's oil name on the bottom of the label.

#### Step 3

Place barcoded label on the Signum sample bottle and check "Compatibility Test" on BOTH sample bottle labels. Mark bottles clearly "1 of 2" and "2 of 2." Tape the bottles together.

If you have questions, please contact your local ExxonMobil marine fuels & lubricants representative or call +44 1372 225855, Monday – Friday, 8:00 am – 5:00 pm (UK office hours). You can also contact ExxonMobil with questions via e-mail at [signum.registration@exxonmobil.com](mailto:signum.registration@exxonmobil.com).