



FMC Technologies

FMC Technologies Measurement *CARE*[™]

Services to Support
*C*ertainty *A*nd *RE*liability
in Flow Measurement

Measurement *CARE*[™]

For the Life of Your Equipment

FMC Technologies has developed and implemented a number of unique offerings that help operators manage their own internal labor force, reduce cost of ownership and often increase production and revenue simply through proper maintenance and management of the systems and equipment that serve as their corporation's cash register.



FMC Technologies Measurement **CARE™** Certainty and Reliability in Flow Measurement

The Challenge

Companies today face increasing pressure to cut operational costs, reduce headcount and increase revenue while maintaining safe operations. Smart companies recognize the importance of custody transfer measurements in achieving their financial goals: Proper management of measurement systems reduces maintenance, increases reliability, and ensures accuracy, and even a small change in accuracy can make the difference between profitability and disaster.

The Solution

As the global leader in custody transfer flow measurement, FMC Technologies now offers our consolidated Measurement **CARE** program, comprehensive services that can be tailored to fit our customers' exact needs. Measurement

CARE helps ensure the accuracy, reliability and regulatory compliance of all liquid and gas measurement systems, regardless of manufacturer, throughout the equipment's life cycle.

What Makes FMC Technologies a Leader in the Industry?

It's our 75 years in the business, our in-depth knowledge of meter mechanics drawn from our Smith meter brand, and our dedication to custody transfer measurement applications – that's all we do. And we do it for customers around the world.

- Because we build systems with both our own equipment and OEM equipment, we have a broad and deep knowledge of technology. Customers recognize that we know more about custody transfer applications than any other company in the business.



How Uncertainty Affects You

Potential Daily Financial Loss @ \$60/bbl

Rounded Numbers

CUM/hr	0.10%	0.20%	0.30%	0.40%	0.50%	BPH
80	\$720	\$1,400	\$2,200	\$2,900	\$3,600	500
160	\$1,400	\$2,900	\$4,300	\$5,800	\$7,200	1,000
320	\$2,900	\$5,800	\$8,700	\$12,000	\$14,000	2,000
640	\$5,800	\$12,000	\$17,000	\$23,000	\$29,000	4,000
880	\$8,000	\$16,000	\$24,000	\$32,000	\$40,000	5,500
1,600	\$14,000	\$29,000	\$43,000	\$58,000	\$72,000	10,000
3,200	\$29,000	\$58,000	\$87,000	\$120,000	\$140,000	20,000
6,400	\$58,000	\$120,000	\$170,000	\$230,000	\$290,000	40,000

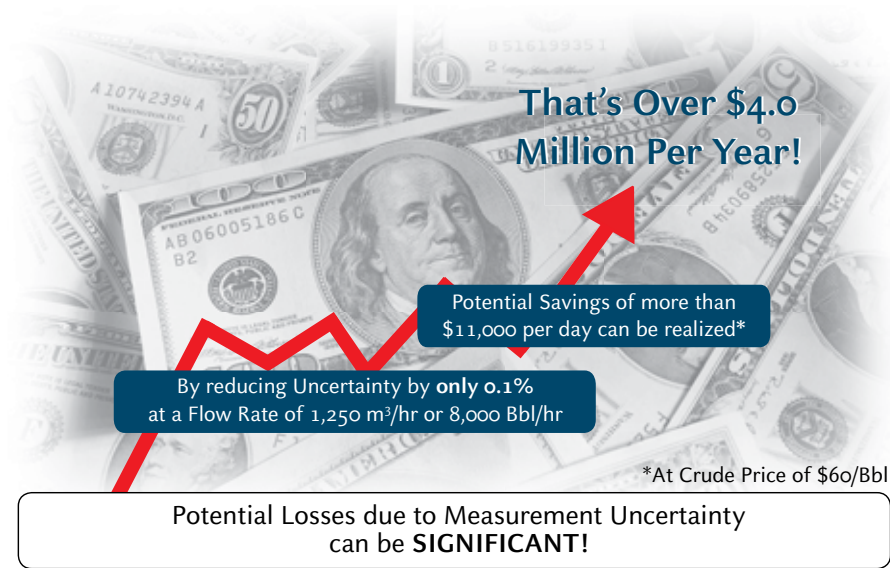
Cost of Uncertainty
Increases with Flow Rate

Financial Losses Increase
Significantly with Uncertainty Level

The goal of FMC Measurement *CARE* is to reduce the cost of maintenance, the cost of uncertainty, the cost of downtime, the cost of non-compliance, and, ultimately, the total cost of ownership.



- Because we continually 'push the envelope', we have the in-house engineering, manufacturing, testing, and consulting expertise to handle almost any challenge in a cost-effective way. Competitors even rely on our test facilities in the U.S. and Germany for their own testing.
- Because we have designed and manufactured more than 2,000 measurement systems in more than 40 countries, FMC Technologies has in-depth understanding of worldwide applications and local regulations – and we have people on call and ready to help globally.



The Services

FMC Technologies Measurement CARE offers flexible support programs available 24 hours a day, year-round. We tailor services to fit customer needs, regardless of the brand of metering equipment they use. Measurement CARE programs include:

- **Site Installation, Supervision, and Commissioning.** We cover every aspect of installation support and start-up so that systems are optimized and become fully operational in the shortest possible time.
- **Maintenance & Operations Contracts.** Services can be as few or as many as each customer wants, with each service designed to lower the total cost of operation. Services include:
- **Preventive Maintenance, Audits and Condition-Based Maintenance.** A new solution that continually monitors measurement equipment condition to determine maintenance requirements.

- **Multi-Level Remote Support.** From simple call-in or e-mail support to remote diagnostics and trouble-shooting, FMC provides coverage where and how you need it.
- **On-Site Operational Support.** Available as needed or full time.
- **Customer Training.** Our programs serve both operators and engineers, from specific on-site classes to Best Measurement Practices Seminars and other courses taught at our test centers.
- **Spare Parts Inventory Management Services.** We help customers effectively match supply and demand to help reduce costs associated with ensuring reduced downtime, carrying excess inventory, and reducing obsolete equipment.



- **Consulting Services.** FMC engineers and measurement specialists visit customer sites to provide unbiased advice, design and engineering for installations, upgrades and potential improvements.
- **System Modifications and Upgrades.** FMC Technologies can make sure that customers have the most appropriate technology and the most efficient, lowest-cost systems for reliability and regulatory compliance.

Count on FMC Measurement *CARE* –
for the life of your equipment





FMC Technologies and Our Measurement Solutions Legacy Brands

FMC Technologies, Inc. is a global leader providing mission-critical technology solutions for the energy, food processing and air transportation industries. Its **Measurement Solutions** business unit excels in process systems, measurement technologies, transportation, and custody transfer of gases and liquids in the oil and gas industry. FMC Technologies employs approximately 11,000 people and operates 33 manufacturing facilities in 19 countries.

FMC Technologies Measurement Solutions sets the standard for global **Best Measurement Practices** by designing, manufacturing and servicing the precision products and systems used to measure and control liquids and gases in industrial applications. The **Smith Meter®** brand is known worldwide for its ability to produce reliable, accurate and consistent measurement results. Similarly, our **Sening®** brand tank truck components and systems are trusted to provide safety and environmental protection while ensuring accurate measurement during the transport and transfer of liquid products.

www.fmctechnologies.com/aftermarket

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