

For Immediate Release

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MarqMetrix™ Introduces Sensei™ Real-Time Lubrication Intelligence System with Trico Corporation

Seattle, WA— May 3, 2017 — MarqMetrix is pleased to announce a partnership with Trico Corporation, a leading provider of lubrication management solutions, in introducing Sensei™, a real-time lubrication intelligence system. Sensei, believed to be the first system of its type, wirelessly transmits oil level and ambient air temperature to a customizable, web-based dashboard. As a result, users gain real-time input on machine status and maintenance requirements. Sensei can:

- Reduce inspection time from hours to minutes per week.
- Reduce requirements for personnel to visit difficult- or dangerous-to-access areas.
- Help avoid downtime by providing alerts and warnings.
- Enable organizations to operate more efficiently by performing proactive, data-driven maintenance.

Sensei™ Real-Time Lubrication Intelligence was a development between two companies: Trico Corporation and MarqMetrix Inc., combined 100 years of industrial knowledge with the power of sensor development and cloud analytics. The oiler marks the first of numerous devices to be released on the Sensei™ platform.

“We’re thrilled to finally announce that Sensei™ is now available through our partnership with Trico Corporation,” said Brian Marquardt, Founder and Chief Executive Officer at MarqMetrix. “We believed in Trico’s mission and are pleased to have developed this partnership for wireless products and services continually tracking key production assets, and watching for the slightest variation in normal operating conditions.

Using patented technology, our customers can now automate previously manual and labor intensive measurement processes. Sensei™ technology has limitless opportunities for industrial and manufacturing applications.”

Development took over three years, led by the team of Bob Jung, Jim Jung, CLS, and Justin Kolterman of Trico Corp. Brian Marquardt Ph.D. and Scott Van Vuren of MarqMetrix. Together, they developed not just another IoT product, but an intelligence device that will provide growing levels of insight to its users the longer it is online.

“The launch of Sensei represents a new ability to generate meaningful data faster and more efficiently than ever before. As a result, we are uniquely positioned to help customers develop cost-saving strategies and reduce the massive pressures of reliability,” says Jim Jung, President, Trico. “In combination with the services from the Trico Analysis Center, Sensei enables us to redefine lubrication management strategies for the Internet of Things era.”

Sensei Applications

The first wireless sensors available as part of the Sensei system are oil level sensors designed to accompany Trico’s line of 8-oz. Opto-Matic vented and closed constant level oilers. Pumps, motors, gearboxes, fans, blowers and other equipment use constant level oilers to maintain a consistent fluid level.

Industrial and manufacturing applications include those in machining, petrochemical, chemical processing, primary metals, pulp and paper, food and beverage, power generation, water management, mining and other industries. Maintenance managers, directors of operations, facility managers, lubrication technicians, millwrights and reliability engineers in these industries stand to gain valuable insights from Sensei’s real-time monitoring capability.

Results from customers

“Sensei has helped us rule out and identify problems,” says Mike Walton, ICML*, MLT-II, Mechanical Technician at Irving Tissue, St. John, New Brunswick. Irving Tissue tested Sensei on the Yankee Exhaust Fans that assist in the drying process. Walton notes that the reliability team at first thought one fan had an oil leak because it lost so much oil in a short period, but historical data provided by Sensei showed that there were periods as long as four to five months where oil level stayed constant.

“On fan 200-190-21, Sensei enabled us to rule out a leak and look for other causes,” says Walton. “Conversely, fan 100-190-53 leaked constantly. On closer examination, we found it had a leaking fitting going to the bearing housing, as well as a bad seal. Work orders were entered to correct those problems.”

*International Council for Machinery Lubrication, Level II Machinery Lubrication Technician

Inside the System

The Sensei system includes three components:

1. An oil sensor that measures the oil level, oil consumption and ambient temperature.
2. The Sensei gateway (a router) that securely receives data and transmits it to the cloud. The gateway handles up to 64 sensors at a radius of 250 feet. Repeaters expand the network as needed.
3. An intuitive, web-based dashboard for real-time intelligence (there is no need to install software). The dashboard is customizable with displays for oil level by device, daily alerts and several other functions.

“Due to competitive pressure, cost-saving requirements and retiring skilled trade talent, many companies no longer have in-house capabilities. That’s where Trico and our 100 years of lubrication expertise come in, helping customers turn data into action,” says Jung. “By pairing data from Sensei with our industry-leading oil lab services and analysis, Trico provides an unmatched ability to protect and extend the life of critical equipment.”

Custom Developed

To create Sensei's customized optical sensor pack that captures oil levels, Trico partnered with MarqMetrix, a Seattle-based company that also helped develop the wireless network solution that flows data into the Sensei cloud platform.

About Trico

Trico Corporation is a total lubrication management service and products company that focuses on increasing industrial asset performance and reliability. The company offers assessments for lubrication management programs, equipment audits, oil analysis, training, and a complete line of high-performance lubrication products. Founded in 1917, Trico's mission is to protect and extend the life of critical equipment, providing customers with peace of mind through machines that run more productively. Principal offices are in Pewaukee, Wis., and Cleveland, Ohio. For more information, visit tricocorp.com or call (800) 558-7008, ext. 117.

About MarqMetrix

MarqMetrix® offers patented technology and multi-disciplinary solutions to solve complex applied and industrial challenges to maximize efficiency, sustainability and profitability. Using patented technology, MarqMetrix customers can automate previously manual and labor intensive measurement processes. Sensei™ technology has limitless opportunities for industrial and manufacturing applications.

Founded in Seattle in 2012, the company was established by Brian Marquardt based on his desire to take his Raman BallProbe®, a light-sensing device with a unique spherical sampling lens, outside of a laboratory setting to fully leverage its real-world applications. The company's technology is used by a number of recognizable global brands representing the oil and gas, energy, chemical, aerospace, food and agricultural and medical industries, among others.