



# Distributor Connection

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## Events


AAPS PharmSci	Nov.	4-7
Inter Lubric China Exhibition	Nov.	7-9
ASTM D02, Atlanta	Dec.	9-13

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## Culture and Growth of the Savant Group

*Ted Selby, Founder & VP Technical Development*



The development of the Savant Group began with the realization of the desire for knowledgeable service to companies and individuals with technical needs in the area of physical and chemical properties of lubricants. To accomplish this, recognition of the lack of critical knowledge and the need to devise instruments to generate that knowledge have been necessary. Fortunately, the people of Savant Group and the environment they generate by working and thinking together are continuing to meet these needs.

In the process of working with one another and serving our customers, our people have learned and shared a deeper truth: the primary function of people forming a company is to encourage one another to grow. In turn, they become more concerned and are therefore more effective in helping both one another and their customers. From this attitude and service, the company will prosper.

Another benefit of thoughtful service is an elevated understanding of the customer's needs and greater creativity in responding to these needs. This encourages further interactions between the Savant Group and its customers.



## New D5800, Procedure D:

*Tannas Noack S2®*

The newly redesigned Noack S2®, has recently been included into D5800 as Procedure D. The Noack S2® meets the industry's need for improved repeatability and reproducibility results and addresses the operators' need for high capacity throughput, accuracy and quick turnaround time.

Volatility is described as how readily a petroleum product vaporizes. This has a critical impact on engine operation and longevity, and is why volatility requirements are a key part of engine oil specifications for lubricants. Concern about engine oil volatility has increased over the last decade as a result of three factors: the trend toward longer drain intervals, the use of lower viscosity engine oils to improve fuel efficiency, and the phosphorus that is independently volatilized from some anti-wear and antioxidant additives. An oil with high volatility ties strongly into drain intervals—increasing the volume of oil consumed by the engine, which can result in greater emissions of air pollutants—and the loss can change the oil's effectiveness as a lubricant.

Savant Group founder, Ted Selby, and his research colleagues eliminated the need for toxic Wood's Metal to run the Noack volatility test by devising a noble-metal heater approach. This innovative development was completed in 1997 and Tannas began marketing the Selby-Noack®, the first non-Wood's Metal Noack tester which became

D5800, Procedure C, with direct correlation to the original Wood's Metal Noack approach known as Procedure A.

An additional innovative feature built-in to the Tannas Noack system is the ability to collect the volatiles produced from the Noack test for further analysis of phosphorus, sulfur or other byproducts in the volatiles that could affect the catalytic converter or other downstream elements in the vehicle.

In 2017, Tannas introduced the Noack S2® in response to the industry's need for a more stable Noack instrument with improved precision, yet 'tunable' to the lab environment to stay within calibration parameters for day-to-day operations. ASTM conducted Interlaboratory studies to demonstrate equivalence between the Noack S2® and other

instruments with no bias shown between D5800, Procedure B and D. Subsequently, the ILSAC group of automotive manufacturers and oil producers confirmed the upcoming ILSAC GF-6 Gasoline Engine Oil Specification will call for either Procedures B or D to meet the Noack Volatility specification. A similar study in the CEC is commencing next month to incorporate the Noack S2® into the L-40 method.

Please contact us for additional details as needed.



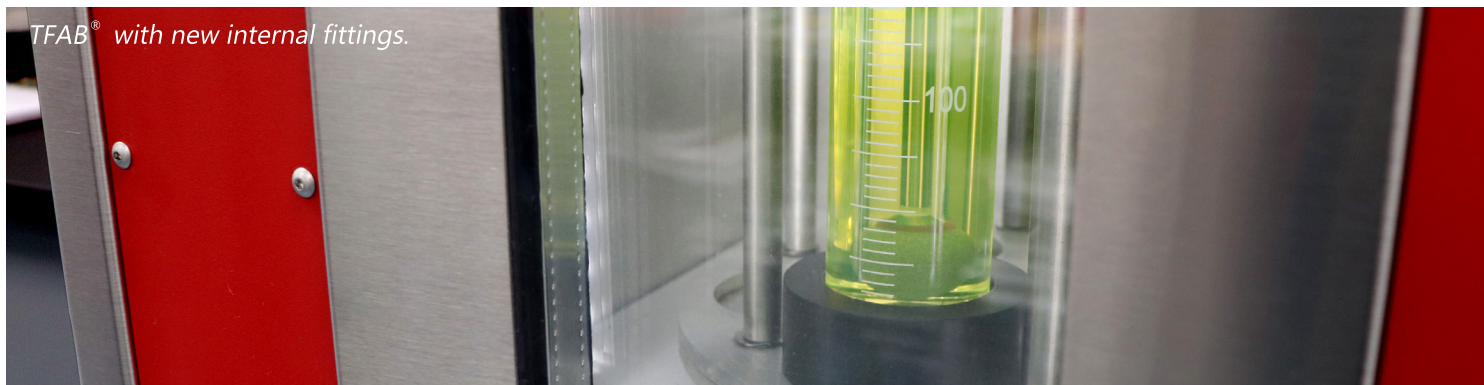
## Freeze Point Testing: Tannas SB+2®

*ASTM D2386*



In addition to many other low-temperature tests, the SB+2® multi-purpose bath now has added the capability to run the Freeze-Point (D2386) test method. This method determines the freeze-point of aviation turbine fuels and aviation gasoline where solid hydrocarbon crystals may form. These crystals can restrict the flow of fuel through filters when present in an aircraft's fuel system.

During flight, the temperature of the fuel in the aircraft tank drops depending on the speed, altitude, and duration of the flight. Because of this, it is important to ensure that the freezing point of the fuel will always be lower than the minimum operational tank temperature. The SB+2 is capable of reaching temperatures below -70°C.



TFAB<sup>®</sup> with new internal fittings.

## New Application for TFAB<sup>®</sup>: Coolants

The TFAB<sup>®</sup> has been updated to replace the antiquated flowtubes on the front of the unit with an internal mass flow system for in-coming air flow control. This permits the TFAB<sup>®</sup> to run according to ASTM D1881, the test method runs at 88°C to generally distinguish coolants that have a tendency to foam. In addition to the mass flow system, the touchscreen controller incorporates a separate page selection for running the D1881 test. Both the mass flow and updated touchscreen programming are incorporated in all new TFAB<sup>®</sup> instruments sold.

The use of the TFAB<sup>®</sup> for D1881 testing stemmed from both customer and distributor requests. We encourage this feedback to better allow us to equip you with instruments to meet the needs of our mutual customers. Keep the ideas coming!

## Now Available! NNR-120 for 120°C HTHS Testing

Stemming from a customer request, we developed a new Non-Newtonian Reference oil for calibrating the TBS<sup>®</sup> Viscometer at 120°C operation. The paired Newtonian oil used during the calibration is our existing R-350.



### Ordering details (Distributor Net):

Pint	Quart	Half Gallon	Gallon
020120	030120	040120	050120
US\$108	US\$198	US\$360	US\$690

## TBS<sup>®</sup> Gilson Heated Lines Discontinued

TBS<sup>®</sup> 2100E-F AutoSampler

The old-style Gilson 56-position AutoSampler used with the TBS<sup>®</sup> 2100E-F was discontinued nearly 10 years ago—replaced with the T42C AutoSampler from another manufacturer. We have subsequently been working with Gilson to continue supplying and supporting the Heated Line system used on this model for those still in the field.

However, Gilson has notified us they will no longer be able to supply or support these Heated Lines. Since the Heated Lines on the newer T42C AutoSampler are not compatible with the older Gilson units, TBS<sup>®</sup> customers should be notified they will need to upgrade to the T42C AutoSampler if their Gilson unit and associated Heated Lines happen to fail. Installing the T42C AutoSampler and needed Software upgrade are straightforward to perform in the field. Contact us for pricing details.







## Welcome, John Bucci!



The Savant Group announced the addition of John Bucci as the Vice President of Technical Development. Mr. Bucci will be responsible for setting strategic direction in the development and enhancement of existing technology, new product development, process development and portfolio management.

He brings over 30 years of experience and knowledge in process R&D, chemical manufacturing and mechanical processing. Prior to joining the Savant Group, Mr. Bucci was a process engineering manager for over 15 of his 30 years with Hemlock Semiconductor Corporation, Hemlock, MI. He held a series of leadership roles in manufacturing and process engineering, identifying opportunities and facilitating initiatives to expand capacity, improve product quality and customer satisfaction as well as guiding intellectual property strategy and decision-making. His previous accomplishments showcase his exceptional ability to work across business functions and major technology platforms to achieve key business objectives.

"John has a proven track record in the development and integration of new technologies on a large scale, developing and sustaining high performing teams and achieving strategic goals," said Rebecca Cox, President of the Savant Group. "John brings a unique and astute perspective as we continue our commitment to providing our customers with advanced insight, quality products, services, and solutions."

"The Savant Group has a strategic and innovative vision for the companies, and I'm delighted to step into this role and be a part of their continued growth," said John Bucci.

Mr. Bucci has a Master of Science in Solid State Science & Technology and a Bachelor of Science in Chemical Engineering from Syracuse University, Syracuse, NY.

## Distinguished Distributor Awards

### Top Performer - 2017



Gordon Cox, VP Marketing & Sales presents Alice Yin Hung, CEO of Universal HK Technologies, with the 2017 Top Performing Distributor Award during a trip to Beijing earlier in the year.

### Outstanding Sales Performance - 2017

Rob Gordon, Marketing & Sales Manager, presents Mehdi Zanjani of Alshahd Trading LLC with the 2017 Outstanding Sales Performance Award at Arab Lab in Dubai.



Chun-Jen Wu of ASTM (Taiwan) is presented with the 2017 Outstanding Sales Performance Award during a Training Workshop in Malaysia.



During the Training Workshop in Malaysia, IPSA of Malaysia was also presented the 2017 Outstanding Sales Performance Award.

