

# CPI Engineering Services, Inc.



## Company:

CPI Engineering Services, Inc.  
Midland, Michigan

[www.cpieng.com](http://www.cpieng.com)



## Business Strategy:

CPI Engineering is a world recognized leader in supplying synthetic lubricants to Original Equipment Manufacturers providing sales, service, and technical support around the world.

## Company Profile:

CPI is a world leader in the development and manufacturing of high-performance synthetic lubricant systems and has been for over thirty years. Headquartered in Midland, Michigan, CPI's production facility supplies its high quality lubricants to major US and overseas warehouses. CPI's lubricants are used in a variety of compressors, pumps, rotary shaft seals, hydraulic systems and instrumentation. CPI prides itself on using creative problem solving and new product development to deliver the highest quality goods and services to its customers. Additional offices are located in Houston, Texas and the United Kingdom.

## Sample Master<sup>®</sup> Pro LIMS at CPI Engineering Services, Inc.:

CPI's industrial synthetic lubricant product line is designed to extend the life of equipment, increase efficiency and reduce maintenance costs for its customers. In order to provide a turnkey solution, CPI analyzes samples of the customers' used oil. This analysis tells CPI how well their lubricants are performing to the required specifications. CPI sought a Laboratory Information Management System (LIMS) to allow them to analyze the used oil samples and provide a detailed report to their customers. CPI Engineering chose Sample Master<sup>®</sup> Pro LIMS for use in their technical services laboratory to automate many laboratory processes such as sample login through the use of integrated bar coding, instrument integration, and automatic emailing and faxing of test results to increase overall efficiency. CPI also worked with ATL and its strategic partner, Labtronics to interface many laboratory instruments with Sample Master<sup>®</sup> Pro LIMS. These instruments included a Viscometer and HPLC. Some analyses performed include moisture analysis, elemental analysis, particle count and TAN (total acid number).

Like all laboratories, CPI has goals for turnaround times. CPI's current goal is for all customers to have a report on their samples within three days. CPI is able to meet this goal with the use of Sample Master<sup>®</sup> Pro LIMS. CPI's process is as follows: an oil sample is received, a bar coded label is printed for the sample, and the sample is analyzed. The bar code is then scanned for each test and the result is recorded. The Electronic Data Transfer module of Sample Master<sup>®</sup> Pro LIMS imports the results overnight, technicians review, approve and validate the results the next day and produce a final report. This report is then emailed or faxed to the customer. This process has provided for more accurate reporting through the use of bar coding, an overall increase in efficiency and customer satisfaction.

The implementation of Sample Master<sup>®</sup> Pro LIMS at CPI Engineering has allowed them to meet company wide goals, increase overall automation, enhance data quality and meet turnaround times.

***"From the first contact with ATL, their staff has been pleasant to work with. When we told the people at ATL that we were going to need to customize some of their software to meet our needs, they worked with us to come up with a solution. It has been and continues to be a pleasure to work with ATL."***

**Ken Sheffield, Database Administrator  
CPI Engineering Services**