ASTM Test Monitoring Executive Committee Meeting June 23, 2014

JW Marriott Hotel Indianapolis, IN

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Call to Order

ASTM D02.B0.08, the Test Monitoring Executive Committee, met on Monday, June 23, 2014 at 5:00 p.m. at the JW Marriott in Indianapolis, IN. There were 9 voting members, seven non-voting members and 9 visitors present. The attendance list is shown as Attachment A.

Committee Voting Members

Steve Kennedy, Present
Greg Shank, Present
Ron Romano, Dial-in
Robert Stockwell, Present
Jerry Gropp, Present
Doyle Boese, Present
Jason Bowden, Present
Steve Kirby, Present
Bill Lamb, represented by Brent Calcut

The agenda is shown as Attachment B.

Meeting Minutes

March 8, 2014 meeting minutes approved.

Membership

Two members Greg Shank and Bill Lam are not eligible for re-election at the end of 2014. Both Volvo and Afton intend on supplying replacement nominees. Joe Franklin, Sub Committee B chairman will handle the balloting for new members. The term limits for the current membership are shown below.

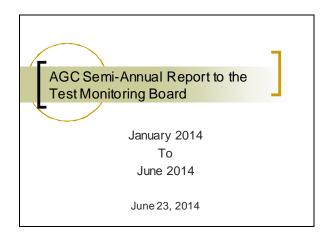
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Steve Kennedy					Р	Р	Р	Р							
Greg Shank	U	U	U	U	U	U	U	U							
Ron Romano			U	U	U	U	U	U							
Stephen Kirby								U	U						
Robert Stockwell								U	U						
Bill Lam	Р	Р	Р	Р	Р	Р	Р	Р							
Jerry Gropp								Р	Р						
Doyle Boese								Р	Р						
Jason Bowden						G	G	G	G						



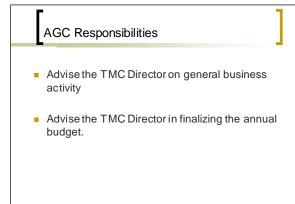
Eligibility

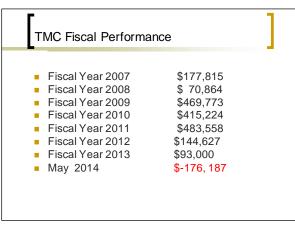
Administrative Guidance Committee (AGC) Report

Frank Farber gave the report as shown below. Frank noted that the TMC net income through May is -176,187. It was felt that the upcoming PC-11, Sequence VIE and Sequence VH matrix testing would help bring the TMC EOY net income back into the black.









FY 2014 TMC Projected Performance

- Projected expenses are close to budget
- Budget revenue includes PC-11 and GF-6 Matrix income
- Projected income is below budget
- PC-11 matrix revenue expected to be \$272,000

		ĺ	2014 Pro	ected 2
Line Item	2013 EOY	2014 Budget	w/o Matrices w/P	
Total Expenses	\$3,071,303	\$3,282,486	\$3,184,697	\$3,184,697
Revenues	\$3,132,007	\$3,232,015	\$2,726,114	\$3,126,634
Revenue - Expense	\$60,704	(\$50,471)	(\$458,583)	-\$58,063
Interest	\$10,608	\$11,000	\$11,000	\$11,000
Net	\$71,312	(\$39,471)	(447,583)	(\$47,063
Reserves ^{3,4}	\$4,571,657	\$4,532,186	\$4,124,074	\$4,642,969
Months Reserve	17.9	16.6	15.5	17.5
Fee Adjustments	None	None	None	None
NewTests	None	3	0	C
Reg. FT Headcount	15	16	16	16

TMC Forecast - FY 2014 Assumptions

Salary increases, 3.5% (2014)

- Benefits (fringe)
- 0 29.5% (2014)
 - 0 30.1% (2015)
- Continued participation in new development

TMC – 2014 Staff Items

TMC Warehouse Supervisor hired April 2014

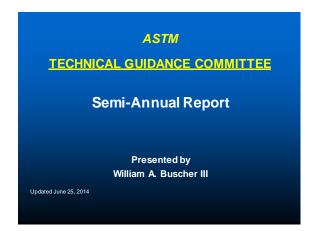
Business Manager Amarcia H. Darry Business Manager Amarcia H. Darry Engineering/Realytical Services Technical Manager Johny A. Clark Service Project Engineer School Project Engineer School Project Engineer Active II. Assummably Services Service Project Engineer School Project Engineer Active II. Assummably Services Service Project Engineer School Project Engine

Action Items

Approval of this report

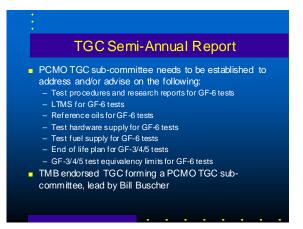
Technical Guidance Committee (TGC) Report

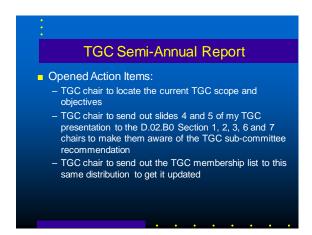
Bill Buscher presented the TGC report as shown below.





TGC Semi-Annual Report During the fall PCMO surveillance panel meetings it was recommended that multiple sub-committees be established under the TGC The following TGC sub-committees are recommended: PCMO HDEO GEARS 2-CYCLE BENCH Sub-committee chairs will report to TGC chair and full TGC meetings will be scheduled as required If this recommendation is adopted, a new TGC scope and objectives needs to be discussed and approved

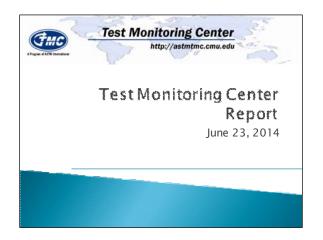




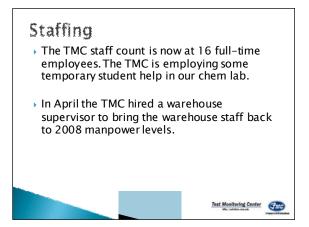
All the action items from last meeting are pending. It was felt that the TGC subcommittee meetings needed to start with the PCMO surveillance panels and then move to the other sub committees. The progress on forming the sub committees has been hindered because the PCMO panels have not met in one location together. The chairman anticipated completing some of the action items by December's meeting.

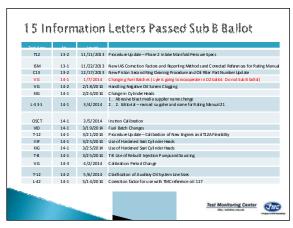
Test Monitoring Center Report

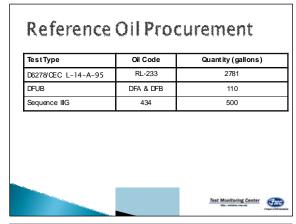
Frank Farber presented the Test Monitoring Center report as shown below.

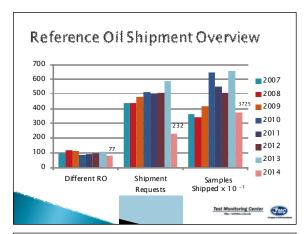


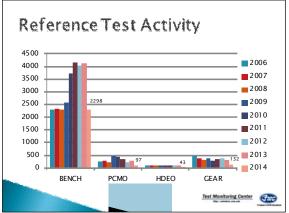


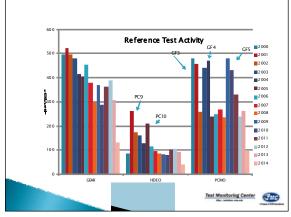












Other Items ACC-MA/ATC-ERC, these projects are now in their third year of the six-year contract period. GMOD test start-up is ongoing.

Data Communication Committee (DCC)

No activity this period.

Old Business

Frank Farber presented attachment B proposing a new fee structure for the bench test areas. Revenue from the bench test areas has been short of expenses since 2011. The intent of the new fee structure was to bring the net income for the bench test areas to revenue neutral by 2017. The Executive Committee has met 3 times since December 2013 on this issue and has finalized the proposal as presented. After some discussion and questions the Executive Committee unanimously approved implementing the proposal at the start of 2015.

New Business

None.

The meeting ended at 6:00 pm.

Respectfully submitted, Frank M Farber

Frank M. Farber, Secretary ASTM Test Monitoring Executive Committee

FMF/fmf Attachments

Voting Members

NAME	COMPANY AND ADDRESS	PHONE NUMBER E-MAIL ADDRESS FAX NUMBER	PRESENT
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Doyle Boese	Infineum USA, L.P. 1900 East Linden Avenue Linden, NJ 07036-0536	Phone: (908) 474-2097 e-mail: andrew.ritchie@infineum.com FAX: (908) 474-3637	DHB
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Attachment A 3 of 4

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Visitors

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MATTHEW BOWDEN	OH TECHNOLOGUES	Misbowden @ ohtech. com	
ANDRE SWARTS	SASOL NORTH AMERICA	andre. swarts @ sasd. com	~
Gordon Cox	Tannar Co. Midland, MI	989-496-2309 gcox @savantgroup.com	V
Tina Dasback	To at he had Matarials.		con V
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ASTM Executive Committee Meeting Monday – June 23, 2014 5:00 - 6:30 PM

JW Marriott Indianapolis Indianapolis, IN

AGENDA

- 1. Call to Order
- 2. Approval of Minutes
- 3. Membership
- 4. Receive, Accept and Take Action on Reports
 - Administrative Guidance Committee Greg Shank
 - Technical Guidance Committee Bill Buscher III
 - Test Monitoring Center Frank Farber
 - Data Communications Committee Frank Farber
- 5. Old Business Bench Test Fee Structure
- 6. New Business
- 7. Next Meeting Monday, December 8, 2014 San Diego, CA
- 8. Adjournment

ASTM TMC Bench Test Fee Study

June 2014

Purpose

- The TMC was tasked with studying a per test cost model for bench billing at the March 18, 2014 Executive Committee meeting.
- Executive Committee teleconference on May 14th
 reviewed the per test billing structure. Recommendation
 was to develop a 3-year plan to make bench test areas
 self-supporting.
- June 17th teleconference the Executive Committee finalized a 3-year fee structure for the bench test areas.

Year End 2013 Net Income

	Light-Duty	Heavy-Duty	Gear	Bench	Other
Revenue	600,140	451,936	376,649	531,425	563,324*
Expenses	513,239	501,650	465,941	805,254	348,922
Net Income	86,901	(49,714)	(89,292)	(273,829)	214,402

^{*}Includes Donated Oil Income

Study Considerations

- Ensure sample fees cover TMC preparation and shipping costs
- Utilize lab shipping account when possible, otherwise invoice lab for shipment
- Review per test fee model
- Reference test fees balance TMC costs
- Review test fees so lab test costs are not significantly impacted

Study Considerations (cont.)

 Per candidate fee costs were not calculated because of difficulty in determining occupied positions per bath and overall utilization

ASTM Test Monitoring Center 2007 Reference Test Fees and Oil Prices Effective 1/1/2007

Test Type	Test Fee	Oil Quantity	Oil Price	
TCI	\$3,000	2 gal.	\$71/gallon	
TCII	\$3,000	1 qt.	\$31/sample	
TCIII	\$3,000	2 gal.	\$71/gallon	
IIIF	\$3,000	4 gal.	\$71/gallon	
IIIG/A	\$3,490	4 gal.	\$71/gallon	
IVA	\$3,000	4 gal.	\$71/gallon	
VIB	\$3,000	5 gal.	\$71/gallon	
VG	\$3,000	3 gal.	\$71/gallon	
VIII	\$3,000	2 gal.	\$71/gallon	
1K	\$3,000	10 gal.	\$71/gallon	
1N	\$3,000	10 gal.	\$71/gallon	
1MPC	\$3,000	10 gal.	\$71/gallon	
1P	\$3,000	15 gal.	\$71/gallon	
1R	\$3,000	15 gal.	\$71/gallon	
ISM	\$3,000	25 gal.	\$71/gallon	
ISB	\$3,000	20 gal.	\$71/gallon	13 Bench Tests
C13	\$3,000	25 gal.	\$71/gallon	
T8	\$3,000	35 gal.	\$71/gallon	No LDEOC or
T9	\$3,000	40 gal.	\$71/gallon	ROBO
T10	\$3,000	40 gal.	\$71/gallon	
T11	\$3,000	28 gal	\$71/gallon	
T12	\$3,000	25 gal.	\$71/gallon	
RFWT	\$3,000	7 gal.	\$71/gallon	
6V92T	\$3,000	25 gal.	\$71/gallon	
M11	\$3,000	20 gal.	\$71/gallon	
M11EGR	\$3,000	25 gal.	\$71/gallon	
EOAT	\$3,000	12 gal.	\$71/gallon	
D6417	\$490***	4 ml.	\$23/sample	
GI	\$490***	25 ml.	\$23/sample	
D5800	\$490***	100 ml.	\$23/sample	
D6082	\$490***	525 ml.	\$31/sample	
D874	\$490***	32 ml.	\$23/sample	
TEOST	\$490***	130 ml.	\$23/sample	
MTEOS	\$490***	17 ml.	\$23/sample	
EOEC	\$6100*	750 ml.	\$31/sample	
EOFT	\$6100*	290 ml.	\$23/sample	
EOWT	\$6100*	290 ml.	\$23/sample	
CBT	\$6100*	130 ml.	\$23/sample	
HTCBT	\$6100*	130 ml.	\$23/sample	
BRT	\$6100*	30 ml	\$23/sample	
L-33-1	apprx \$6575**	1 gal.	\$71/gallon	
L-37	apprx \$6575**	1 gal.	\$71/gallon	
L-37 Rater	\$305/4 pinions	na	na	
L-42-1	apprx \$6575**	1/2 gal.	\$71/gallon	
L60-1	apprx \$6575**	8 oz	\$23/sample	
HTCT	apprx \$6575**	11 gal.	\$71/gallon	
OSCT	apprx \$6575**	750 ml.	\$31/sample	
H&M	na	1 qt.	\$31/sample	

^{*} billed annually

contact Ellen Young at 412-365-1018 for current prices

Service Fluid 105 (1 gallon @ \$65/sample -- 5 gallons @ \$50/gal. -- 55 gallons @ \$35/gal.)

Lubricity Fluids (1/2 gal. @ \$35/sample)

PRICES SUBJECT TO CHANGE BY ACTION OF ASTM TEST MONITORING BOARD & SUBCOMMITTEE D02.B

^{**} determined based on available stands and billed semi-annually,

^{***} passing calibration only



2009 Reference Test Fees and Oil Prices Effective 1/1/2009

Test Type	Test Fee	Oil Quantity	Oil Price	
TCI	\$3,000	2 gal.	\$71/gallon	
TCII	\$3,000	1 qt.	\$31/sample	
TCIII	\$3,000	2 gal.	\$71/gallon	
IIIF	\$3,000	4 gal.	\$71/gallon	
IIIG/AB	\$3,980	4 gal.	\$71/gallon	
IVA	\$3,000	4 gal.	\$71/gallon14 Bench	tests
VIB	\$3,000	5 gal.	¢71/gollon	
VG	\$3,000	3 gal.	\$71/gallon ROBO ac	aaea
VIII	\$3,000	2 gal.	\$71/gal <mark>/</mark> on	
1K	\$3,000	10 gal.	\$71/ga <mark>l</mark> lon	
1N	\$3,000	10 gal.	\$71/gallon	
1MPC	\$3,000	10 gal.	\$71 <mark>/</mark> gallon	
1P	\$3,000	15 gal.	\$7 <mark>1</mark> /gallon	
1R	\$3,000	15 gal.	\$ <mark>7</mark> 1/gallon	
ISM	\$3,000	25 gal.	\$71/gallon	
ISB	\$3,000	20 gal.	\$71/gallon	
C13	\$3,000	25 gal.	\$71/gallon	
T8	\$3,000	35 gal.	\$71/gallon	
Т9	\$3,000	40 gal.	\$71/gallon	
T10	\$3,000	25 gal.	\$71/gallon	
T11	\$3,000	28 gal	\$71/gallon	
T12	\$3,000	25 gal.	\$71/gallon	
RFWT	\$3,000	7 gal.	\$71/gallon	
6V92T	\$3,000	25 gal.	\$71/gallon	
EOAT	\$3,000	12 gal.	\$71/gallon	_
D6417	\$490***	4 ml.	\$23/sample	
GI	\$490***	25 ml.	\$23/sample	
D5800	\$490***	100 ml.	\$23/sample	
D6082	\$490***	525 ml.	\$31/sample	
D874	\$490***	32 ml.	\$23/sample	
(ROBO)	\$490***	300 ml	\$23/sample	
TEOST	\$490***	130 ml.	\$23/sample	
MTEOS	\$490***	17 ml.	\$23/sample	
EOEC	\$6100*	750 ml.	\$31/sample	
EOFT	\$6100*	290 ml.	\$23/sample	
EOWT	\$6100*	290 ml.	\$23/sample	
CBT	\$6100*	130 ml.	\$23/sample	
HTCBT	\$6100*	130 ml.	\$23/sample	
BRT	\$6100*	30 ml	\$23/sample	
L-33-1	apprx \$6746**	1 gal.	\$71/gallon	
L-37	apprx \$6746**	1 gal.	\$71/gallon	
L-37 Rater	\$305/4 pinions	na	na	
L-42-1	apprx \$6746**	1/2 gal.	\$71/gallon	
L60-1	apprx \$6746**	8 oz	\$23/sample	
HTCT	apprx \$6746**	11 gal.	\$71/gallon	
OSCT	apprx \$6746**	750 ml.	\$31/sample	
H&M	na	1 qt.	\$31/sample	

^{*} billed annually

contact Ellen Young at 412-365-1018 for current prices

Service Fluid 105 (1 gallon @ \$65/sample -- 5 gallons @ \$50/gal. -- 55 gallons @ \$35/gal.)

Lubricity Fluids (1/2 gal. @ \$35/sample)

PRICES SUBJECT TO CHANGE BY ACTION OF ASTM TEST MONITORING BOARD & SUBCOMMITTEE D02.B

^{**} determined based on available stands and billed semi-annually,

^{***} passing calibration only

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2010 Reference Test Fees and Oil Prices **Effective 1/1/2010**

GMC
A Program of ASTM International

Program of ASTM Internationa	' Eff	Effective 1/1/2010		
Group	Test Type	Test Fee	Oil Quantity	Oil Price
	IIIF	\$3,000	4 gal.	\$71/gallon
	IIIG/AB	\$3,980	4 gal.	\$71/gallon
Gasoline	IVA	\$3,000	4 gal.	\$71/gallon
	VIB/VID	\$3,000	5 gal.	\$71/gallon
	VG	\$3,000	3 gal.	\$71/gallon
	VIII	\$3,000	2 gal.	\$71/gallon
	1K/1N/1MPC	\$3000	10 gal.	\$71/gallon
	1P/1R	\$3000	15 gal.	\$71/gallon
	ISM	\$3000	_	\$71/gallon
Discol	ISB	\$3000	25 gal.	\$71/gallon
Diesel		\$3000	20 gal.	\$71/gallon
	C13	\$3000	25 gal.	\$71/gallon
	T8	\$3000	35 gal.	\$71/gallon
	T10	\$3000	25 gal.	~
	T11		28 gal.	\$71/gallon
	T12	\$3000	25 gal.	\$71/gallon
	RFWT	\$3000	7 gal.	\$71/gallon
	EOAT	\$3000	12 gal.	\$71/gallon
	D6417	\$490 ³	4 ml.	\$23/sample
	GI	\$490 ³	25 ml.	\$23/sample
	D5800	\$490 ³	100 ml.	\$23/sample
	D6082	\$490 ³	525 ml.	\$31/sample
	D874	\$490 ³	32 ml.	\$23/sample
	ROBO	\$490 ³	300 ml	\$23/sample
Bench	TEOST	\$490 ³	130 ml.	\$23/sample
	MTEOS	\$490 ³	17 ml.	\$23/sample
	EOEC	\$6100 ¹	750 ml.	\$31/sample
	LDEOEC	\$6100 ¹	750 ml.	\$31/sample
	EOFT	\$6100 ¹	290 ml.	\$23/sample
	EOWT	\$6100 ¹	290 ml.	\$23/sample
	CBT	\$6100 ¹	130 ml.	\$23/sample
	нтсвт	\$6100 ¹	130 ml.	\$23/sample
	BRT	\$6100 ¹	30 ml	\$23/sample
	OSCT	~ \$6575 ²	750 ml.	\$31/sample
	L-33-1	~ \$6575 ²		
	L-35-1	~ \$6575 ²	1 gal. 1 gal.	\$71/gallon \$71/gallon
	L-37 Rater	~ \$6575 \$305/4 pinions	na	ه۲۱/gailon na
Goor	L-37 Rater L-42	\$305/4 pinions ~ \$6575 ²		
Gear			1/2 gal.	\$71/gallon
	L-42 Rater	\$380/4 pinions	na 2	na ¢oo/aamala
	L60-1	~ \$6575 ²	8 oz	\$23/sample
	HTCT	~ \$6575 ²	11 gal.	\$71/gallon
	TCI	\$3,000	2 gal.	\$71/gallon
2-Cycle	TCII	\$3,000	1 qt.	\$31/sample
	TCIII	\$3,000	2 gal.	\$71/gallon
	Diesel Fuel Lubricity (DFA & DFB)	na	1/2 gal	\$60/sample
Misc.			1 gal.	\$65/sample
IVIIOU.	Service Fluid 105	na	5 gallons	\$50/gallon
			55 gallons	\$35/gallon
	D6922 -Homogeneity and Miscibility in	no		
	Automotive Engine Oils	na	1 qt.	\$31/sample

¹ Billed annually, ² Determined based on available stands and billed semi-annually, ³Passing calibration tests only Prices subject to change by action of ASTM Test Monitoring Board & SubcommitteeD02.B Contact Ellen Young at 412-365-1018 for more up to date prices ely@astmtmc.cmu.edu

2014 Reference Test Fees and Oil Prices Effective 1/1/2014





Group	TMC	ASTM			Oil	
Oroup	Test Type	D Number	Common Name	Test Fee	Quantity	Oil Price
	IIIF	D6984	Sequence IIIF	\$3,000	4 gal.	\$71/gallon
	IIIG/AB	D7320	Sequence IIIG	\$3,980	4 gal.	\$71/gallon
Gasoline	IVA	D6891	Sequence IVA	\$3,000	4 gal.	\$71/gallon
	VIB/VID	D6837 / D7589	Sequence VIB & VID	\$3,000	5 gal.	\$71/gallon
	VG	D6593	Sequence VG	\$3,000	3 gal.	\$71/gallon
	VIII	D6709	Sequence VIII	\$3,000	2 gal.	\$71/gallon
	1K/1N & 1MPC	D6750 & D6618	CAT Single Cylinder	\$3000	10 gal.	\$71/gallon
	1P/1R	D6681 / D6923	CAT Single Cylinder	\$3000	15 gal.	\$71/gallon
	ISM & ISB	D7468	Cummins ISM	\$3000	25 gal.	\$71/gallon
	ISB	D7484	Cummins ISB	\$3000	20 gal.	\$71/gallon
	C13	D7546	CAT C13	\$3000	25 gal.	\$71/gallon
Diesel	T8/T8E	D5967	T-8	\$3000	35 gal.	\$71/gallon
	T10/T10A	D6987	Mack T-10	\$3000	25 gal.	\$71/gallon
	T11	D7156	Mack T-11	\$3000	28 gal.	\$71/gallon
	T12	D7422	Mack T-12	\$3000	25 gal.	\$71/gallon
	T12A	D7422	Mack T-12A	\$3000	25 gal.	\$71/gallon
	RFWT	D5966	Roller Follower Wear	\$3000	7 gal.	\$71/gallon
	EOAT	D6894	Engine Oil Aeration	\$3000	12 gal.	\$71/gallon
	D6417	D6417	Volatility by GC	\$490 ³	4 ml.	\$23/sample
	D6417QC	D6417QC	Volatility by GC – Quality Control	na	130 ml.	\$31/sample
	GI	D5133	Gelation Index	\$490 ³	25 ml.	\$23/sample
	D5800	D5800	Volatility by Noack	\$490 ³	100 ml.	\$23/sample
	D6082	D6082	High Temperature Foam	\$490 ³	525 ml.	\$31/sample
	D874	D874	Sulfated Ash	\$490 ³	32 ml.	\$23/sample
	D874QC ROBO	D874QC D7528	Sulfated Ash – Quality Control Bench Oxidation	na \$490 ³	1 liter 300 ml	\$40/sample \$23/sample
	ROBO QC	ROBO QC	Bench Oxidation – Quality Control	na	1 liter	\$40/sample
Bench	TEOST	D6335	TEOST	\$490 ³	130 ml.	\$23/sample
Bonon	MTEOS	D7097	MHT TEOST	\$490 ³	17 ml.	\$23/sample
	EOEC	D7216	Automotive Elastomers	\$6100 ¹	750 ml.	\$31/sample
	LDEOEC	D7216	GF-5 Automotive Elastomers	\$6100 ¹	750 ml.	\$31/sample
	EOFT	D6795	Engine Oil Filterability	\$6100 ¹	290 ml.	\$23/sample
	EOWT	D6794	Engine Oil Filterability - Water	\$6100 ¹	290 ml.	\$23/sample
	CBT	D5968	Corrosion Bench Test	\$6100 ¹	130 ml.	\$23/sample
	HTCBT	D6594	High Temperature Corrosion Bench	\$6100 ¹	130 ml.	\$23/sample
	BRT	D6557	Ball Rust Test	\$6100 ¹	30 ml	\$23/sample
	OSCT	D5662	Oil Seal Compatibility	~ \$6836 ²	750 ml.	\$31/sample
	EMULSION	D7563	Emulsion Retention	na	1 liter	\$40/sample

Annual Test Counts

	2009	2010	2011	2012	2013
СВТ	45	21	44	39	56
HTCBT	469	441	513	419	625
EOFT	154	188	212	195	244
EOWT	821	1268	1477	1372	1431
BRT	241	289	274	238	293
EOEC	306	180	339	449	469
LDEOC		424	702	701	545
ROBO	113	265	2 63	227	221
D 874	14	11	12	14	11
D 6417	28	33	34	30	32
GI	63	52	58	48	38
TEOST	32	30	72	42	41
MTEOS	103	119	112	105	133
D5800	77	69	7 5	63	178
FOAM	23	24	23	23	25
Total	2489	3414	4210	3965	4342

Oil Sample Fee Exhibit I 2015

	Annual	Sample Fee (\$)		Annual Revenue (\$)	
	Test Count	Current	Proposed*	Current	Proposed
CBT	58	23	25	1,334	1,450
HTCBT	592	23	25	13,616	14,800
EOFT	234	23	25	5,382	5,850
EOWT	1482	23	25	34,086	37,050
BRT	312	23	25	7,176	7,800
EOEC	482	31	35	14,942	16,870
LDEOC	580	31	35	17,980	20,300
			Total	94,516	104,120

^{*} Sample shipping is through lab shipping accounts

Oil Sample Fee Exhibit II 2015

	Annual	Sample	Sample Fee (\$)		Revenue (\$)
	Test Count	Current	Proposed*	Current	Proposed
ROBO	190	23	25	4,370	4,750
D 874	12	23	25	276	300
D 6417	36	23	25	828	900
GI	38	23	25	874	950
TEOST	34	23	25	782	850
MTEOS	166	23	25	3,818	4,150
EVLO	64	23	25	1,472	1,600
FOAM	25	31	35	775	875
			Total	19,758	21,510

^{*} Sample shipping is through lab shipping accounts

Oil Sample Fee Summary 2015

	Sample Fee (\$)		Annual Revenue (\$)		
	Current	Proposed	Current	Proposed	
Exhibit I	23/31	25/35	94,516	104,120	
Exhibit II	23/31	25/35	13,195	14,375	
		Total	107,711	118,495	

Test Fee Consideration

 Should all bench tests have the same review fee or should the test fees be adjusted on a test areas basis to maintain the current revenue distribution?

Invoicing Considerations

- CBT, HTCBT, EOFT, EOWT, BRT, LDEOC and EOEC are billed on an annual basis because yearly test counts are typically 200-1500.
- Labs feel an annual billing model keeps invoicing costs down for these tests.
- Remaining bench test areas have counts less than 200 /year and are billed on a per test basis.

Current Test Fees

	Annual		Cost/Test (\$)
	Test Count	Revenue	Current
		(\$)	
СВТ	58	12,200	210
HTCBT	592	36,600	62
EOFT	234	24,400	104
EOWT	1482	24,400	16
BRT	312	18,300	59
EOEC	482	24,400	51
LDEOC	580	24,400	42
ROBO	190	74,480	490
D 874	12	5,390	490
D 6417	36	14,210	490
GI	44	15,680	490
TEOST	34	15,190	490
MTEOS	226	66,150	490
EVLO	282	26,460	490
FOAM	26	12,250	490

Average costs

Test Fee Exhibit I 2015

(Annually Billed Tests)

		Annual Test	Test	Fee (\$)	Annual Re	evenue (\$)
	Labs	Count	Current ¹	Proposed ²	Current	Proposed
CBT	2	58	6100	75	12,200	4,350
HTCBT	6	592	6100	75	36,600	44,400
EOFT	4	234	6100	75	24,400	17,550
EOWT	4	1482	6100	75	24,400	111,150
BRT	3	312	6100	75	18,300	23,400
EOEC	4	482	6100	75	24,400	36,150
LDEOC	5	580	6100	75	24,400	43,500
					164,700	280,500

¹Annual per lab fee

² Per test fee

Test Fee Exhibit II 2015

(Billed per Test)

	Annual	Test Fee (\$)		Annual Re	venue (\$)
	Test Count	Current	Proposed *	Current	Proposed
ROBO	190	490	500	74,480	95,000
D 874	12	490	500	5,390	6,000
D 6417	36	490	500	14,210	18,000
GI	38	490	500	15,680	19,000
TEOST	34	490	500	15,190	17,000
MTEOS	166	490	500	66,150	83,000
EVLO	64	490	500	26,460	32,000
FOAM	25	490	500	12,250	12,500
				229,810	282,500

^{*} All operationally valid tests are billed

Test Fee Exhibit III 2015

	Annual		Cost/Tes	t (\$)
	Test Count	Revenue (\$)	Current	Proposed
CBT	58	12,200	210	75
HTCBT	592	36,600	62	75
EOFT	234	24,400	104	75
EOWT	1482	24,400	16	75
BRT	312	18,300	59	75
EOEC	482	24,400	51	75
LDEOC	580	24,400	42	75
ROBO	190	74,480	490	500
D 874	12	5,390	490	500
D 6417	36	14,210	490	500
GI	44	15,680	490	500
TEOST	34	15,190	490	500
MTEOS	226	66,150	490	500
EVLO	282	26,460	490	500
FOAM	26	12,250	490	500

Test Fee Summary 2015

	Test Fee (\$)		Annual Revenue (\$)		
	Current	Proposed *	Current	Proposed	
Exhibit I	6100	75	164,700	280,500	
Exhibit II	490	500	229,810	282,500	
		Total	394,510	563,000	

^{*} All operationally valid tests are billed

Overall 2015

	Annual Revenue (\$)		
	Current *	Proposed	
Oil Sample	107,711	118,495	
Test Fees	394,510	563,000	
Income	502,221	681,495	
Expenses	791,904	791,904	
Net	-289,683	-110,409	

^{*}Based on test count and not actual

3-Year Plan

	Annual Revenue (\$)					
	Current *	2015	2016	2017		
Oil	107,711	118,495	140,020	161,545		
Test Fees	394,510	563,000	619,100	656,500		
Income	502,221	681,495	759,120	818,045		
Expenses	791,904	791,904	807,742	823,897		
Net	-289,683	-110,409	-48,622	-5,852		

^{*}Based on test count and not actual.

3-Year Oil Sample Fee Exhibit I

	Annual	Sample Fee (\$)			Annual Revenue (\$)			
	Test Count	Proposed			Proposed			
	Count	2015	2016	2017	2015	2016	2017	
CBT	58	25	30	35	1,450	1,740	2,030	
HTCBT	592	25	30	35	14,800	17,760	20,720	
EOFT	234	25	30	35	5,850	7,020	8,190	
EOWT	1482	25	30	35	37,050	44,460	51,870	
BRT	312	25	30	35	7,800	9,360	10,920	
EOEC	482	35	40	45	16,870	19,280	21,690	
LDEOC	580	35	40	45	20,300	23,200	26,100	
				Total	104,120	122,820	141,520	

3-Year Oil Sample Fee Exhibit II

	Annual	Proposed Sample Fee (\$)			Annual Revenue (\$)		
	Test Count	2015	2016	2017	2015	2016	2017
ROBO	190	25	30	35	4,750	5,700	6,650
D 874	12	25	30	35	300	360	420
D 6417	36	25	30	35	900	1,080	1,260
GI	38	25	30	35	950	1,140	1,330
TEOST	34	25	30	35	850	1,020	1,190
MTEOS	166	25	30	35	4,150	4,980	5,810
EVLO	64	25	30	35	1,600	1,920	2,240
FOAM	25	35	40	45	875	1,000	1,125
				Total	14,375	17,200	20,025

3-Year Oil Sample Fee Summary

	Propose	ed Sample	Fee (\$)	Ann	ual Revenue	ual Revenue (\$)			
	2015	2016	2017	2015	2016	2017			
Exhibit I	25/35	30/40	35/45	104,120	122,820	141,520			
Exhibit II	25/35	30/40	35/45	14,375	17,200	20,025			
			Total	118,495	140,020	161,545			

3-Year Test Fee Exhibit I

	Annual						
	Test	Test Fee (\$)			Annual Revenue (\$)		
	Count	2015	2016	2017	2015	2016	2017
CBT	58	75	90	100	4,350	5,220	5,800
HTCBT	592	75	90	100	44,400	53,280	59,200
EOFT	234	75	90	100	17,550	21,060	23,400
EOWT	1482	75	90	100	111,150	133,380	148,200
BRT	312	75	90	100	23,400	28,080	31,200
EOEC	482	75	90	100	36,150	43,380	48,200
LDEOC	580	75	90	100	43,500	52,200	58,000
					280,500	336,600	374,000

3-Year Test Fee Exhibit II

	Annual Test Fee (\$)			Anr	Annual Revenue (\$)		
	Test	2015	2016	2017	2015	2016	2017
	Count						
ROBO	190	500	500	500	95,000	95,000	95,000
D 874	12	500	500	500	6,000	6,000	6,000
D 6417	36	500	500	500	18,000	18,000	18,000
GI	38	500	500	500	19,000	19,000	19,000
TEOST	34	500	500	500	17,000	17,000	17,000
MTEOS	166	500	500	500	83,000	83,000	83,000
EVLO	64	500	500	500	32,000	32,000	32,000
FOAM	25	500	500	500	12,500	12,500	12,500
					282,500	282,500	282,500

^{*} All operationally valid tests are billed

3-Year Test Fee Summary

	Test Fee (\$)			Ann	ual Revenue (\$)			
	2015	2016	2017	2015	2016	2017		
Exhibit I	75	90	100	280,500	336,600	374,000		
Exhibit II	500	500	500	282,500	282,500	282,500		
			Total	563,000	619,100	656,500		

^{*} All operationally valid tests are billed

3-Year Summary

	Annual Revenue (\$)					
	2015 2016		2017			
Oil Sample	118,495	140,020	161,545			
Test Fees	563,000	619,100	656,500			
Income	681,495	759,120	818,045			
Expenses	791,904	807,742	823,897			
Net	-110,409	-48,622	-5,852			

^{*} The Executive Committee will periodically review the fee structure and make changes as necessary.