# **NEWSLETTER** OCTOBER 2025



#### **Beyond the Desk**



Carsten Giebeler and Patrick Taylor represented Spectrolytic at Lube Expo Europe in Düsseldorf, Germany this September, where they showcased the latest innovations from the FluidInspectIR® fluid condition monitoring platform — including the FluidInspectIR® Plus and the newly launched FluidInspectIR® Ultra.

The Ultra is a three-sensor solution designed for complex, high-demand applications such as oil and gas turbines, compressors, hydraulic systems, and marine equipment — anywhere lubrication management is critical to performance, asset efficiency, and reducing operational costs.

With more than 5,000 visitors attending the exhibition, the event was a great success for Spectrolytic. It provided opportunities to establish new customer relationships, strengthen existing ones, and further demonstrate the global value and impact of the FluidInspectIR® platform.



Charlotte Glover recently joined the Spectrolytic commercial team after completing her Law degree. Since joining, she has been involved in a wide range of areas including intellectual property, logistics, and business operations.

In September, Charlotte attended the UK Metals Show in Birmingham alongside Carsten and Patrick. The exhibition provided an excellent opportunity to meet prospective customers and introduce them to Spectrolytic's FluidInspectIR® product range.

Reflecting on the experience, Charlotte commented: "Attending the UK Metals Show was a very insightful introduction to the commercial world. It was a great opportunity to engage with industry professionals, and I look forward to developing the relationships we established at the event."

#### **Visits**



Patrick and Carsten will soon be travelling to Australia to visit our partner CES, supporting their rapid expansion of Spectrolytic's FluidInspectIR® sales in Western Australia, with a particular focus on the mining sector. In addition to customer support visits, the team will also meet with several other key partners and customers, including Banksia Scientific, Lubrication Expert Rafe Britton, and OilKem.

Spectrolytic's footprint in Australia continues to grow across multiple industries such as Mining, Power Generation, and Oil & Gas. Users are recognising the benefits of real-time fluid condition monitoring as a powerful tool to extend asset life, reduce operational costs, lower carbon footprint, and ultimately improve profitability — the core value delivered by the FluidInspectIR® platform. Following the Australia visit, the team will also travel to Singapore and Indonesia for additional customer meetings.

### **Applications and Installations**





The FluidInspectIR® Plus continues to deliver exceptional performance, driving strong adoption across a range of industrial applications — from diesel engines and generator sets to four-stroke high-speed diesel and VLSFO marine engines, as well as hydraulic and gear oils used in steel milling and rolling operations. Its plug-and-play installation reduces setup time from hours to minutes, providing immediate, actionable insights. By combining speed, accuracy, and ease of use, the FluidInspectIR® Plus is setting new benchmarks for efficiency, reliability, and measurable cost savings.



Following a successful initial visit in August, Spectrolytic has been invited back to Brazil by both new and existing contacts to strengthen relationships across multiple industries. Patrick Taylor, our CCO, will be hosted by our partner ADEX Group, who have played a key role in the rapid growth of Spectrolytic's presence in the region.

Together, the team will visit strategic customers in São Paulo, Belo Horizonte, Manaus, Recife, and beyond, supporting new installations and expanding into a range of markets within Brazil.

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It has been an incredibly productive year for the Spectrolytic team, with everyone working hard to drive the success of our inline Oil Condition Monitoring products.

Recognising the importance of team building, we make it a priority to come together each month for activities outside of work to unwind and strengthen our connections.

Most recently, we enjoyed a fantastic evening at a local pub quiz in Edinburgh, where our teams impressed by finishing 1st and 2nd place (and yes — there were more than two teams!).

The evening was a great reminder of the value of building strong relationships beyond the workplace, with camaraderie and plenty of fun all around.

### **Team Spotlight**

**Never Mubata,** Technical Support Engineer



Never works as a Technical Support Engineer at Spectrolytic, where his day-to-day focus is on developing and testing new products in the lab. His role sits at the heart of research and development, helping to turn ideas into solutions that deliver real value for customers.

When asked why they joined Spectrolytic, Never shared: "It's a very promising technology and a good company to really develop my skills as an engineer and grow."

What they enjoy most about working at Spectrolytic is the opportunity to make a direct impact: "Contributing daily to the customer journey is rewarding—because we're a relatively small company, my work has a clear influence on how customers experience our products."

Outside of work, Never is a keen Chelsea FC fan and enjoys exploring historical sites and islands around his new home in Scotland. He also keeps busy with his two young children, aged eight and six.

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