

"Run Easy, Run Longer" In 2015

The start of the New Year is the time many of us resolve to make a fresh start on improving our habits. For fleet managers and plant managers, preventive maintenance always tops the list of things we'd like to do better.

Resolution at Beka-Max: *Share our experience with customers and colleagues like you to make preventive maintenance simpler and more efficient. Newsletter is a start.....*

In this issue



Here are 5 ways equipment managers can make their year run smoother with our help. Which of these resolutions are part of your plans for improved operating efficiency and profitability for 2015?

1. Resolution: **Find an affordable path for converting my production process to automated lubrication**

Most plant managers appreciate how automatic lubrication can save costs in the long term, but first they have to overcome the hurdle of a lube system's initial cost.



Read: "Migrating to automated lubrication can start with a single point"

2. Resolution: **Upgrade older equipment in my fleet to modern service standards**

Many OEMs equip their trucks and mobile equipment with BEKA automatic lubrication as standard or as a factory option. Here's how and why you'll want to upgrade your older units to the same standard.



Read: "Get more mileage from older equipment"

3. Resolution: **Educate my purchasing team on how to make their best auto-lube decision.**

The basic principles of automatic lubrication are pretty simple but there's still a lot to consider when you're buying an automated lubrication system for the first time.



Read: "Beyond the pump"

4. Resolution: **Reduce time-per-call for my field technicians**

The right tools make all the difference for faster servicing in the shop or in the field.



Read: "Tool up for faster service calls"

5. Resolution: **Enhance employee safety in my workplace**

Slip & falls are costly to everyone, and it's hard to keep up with incidental grease spills and leaks.



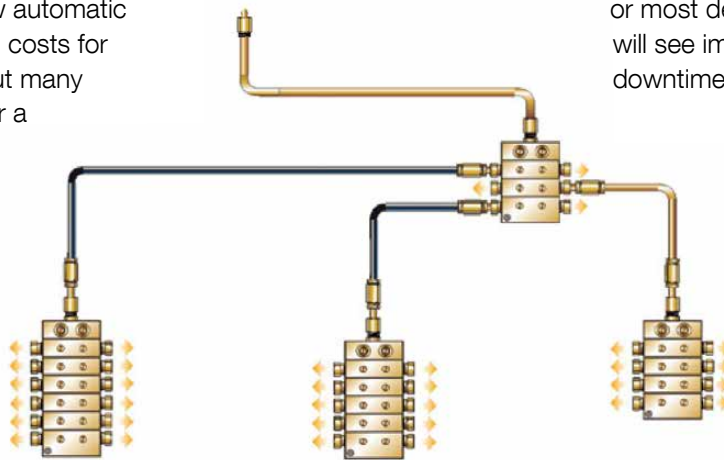
Read: "Clean lubrication combines savings with safety"

Migrating to automated lubrication can start with a single point

You don't need to be told how automatic lubrication can save operating costs for your plant in the long term. But many plant managers are looking for a creative way to upgrade their processes within a tight maintenance budget.

Some Beka-Max customers have found that the easiest way forward is to go in small steps. Instead of taking on an end-to-end conversion of your process equipment in one step, you may find that the migration can be implemented in stages. With each stage, you'll see improvements in your machine servicing without straining your budget or your staff time.

With this approach, you simply select a section of your process with multiple grease points, and install the grease lines and distribution blocks required to tie them in to a single service point. Grease service is still completed manually by a technician, but all the grease points are serviced in one step. Start with the most inaccessible



BEKA distribution blocks supply precise doses to multiple grease circuits through a single service point.

or most demanding equipment and you will see immediate benefits in reduced downtime and faster service cycles.

As your budget allows, install more of these single-point circuits to service additional sections of your process. Your ultimate goal is to reduce your service cycles to a few easily accessible single-point lube stations, then tie these together through progressive distribution blocks. Finally, you'll be ready to lubricate the

complete process through one service point connected to an automatic grease pump.

Beka-Max recently published a white paper to explain this single-point to multi-point approach in detail. It explains more of how to implement a staged program with single-point lubrication, and more about how this kind of migration pays off for your investment right from the beginning.



Further reading: "Single-point to Multi-point Lubrication – White Paper"

Get more mileage from older equipment

Equipment manufacturers know that automatic lubrication can reduce warranty claims and improves the long-term value of their product. Improved reliability and durability goes a long way to solidify their relationship with customers, too. And that's why you see more and more OEMs including an auto-lube system as standard equipment on their trucks and machines.

On many leading brands of equipment, the factory auto-lube is a BEKA system. Beka-Max is also the nation's leader in aftermarket auto-lube systems – we're the

name you can trust to upgrade your older units in your fleet to the same standard as your new equipment.

Upgrading existing equipment to automatic lubrication makes sense for the same reasons it does on new equipment: longer life, increased uptime, less operator time for daily servicing and overall better ROI on your fleet investment.



Further reading: "Increase Machine Uptime and Resale Value With an Automatic Lube System"

Beyond the pump: How to buy an auto-lube

It's easy to see why you should upgrade your machines and mobile equipment to automatic lubrication – not so easy to be sure you'll choose the right auto-lube for your operation!

Grease pumps and line fittings may look similar but, with a closer look, you'll find important differences that can affect the long-term costs and performance of both the system and the equipment you install it on.

The basic engineering and design of the actual pump can be especially significant if you operate in an extreme climate or harsh work environment. Precision and quality of the pump will affect the system dosing accuracy, with a potential impact on your equipment's uptime and lifecycle.

Often, the most important differences aren't apparent in the hardware – it's the people and support behind the components that can make or break the effectiveness of your lubrication system. Smart routing and installation of your grease circuits will save setup costs and will also



prevent future problems related to machine vibration, pinch points and accessibility. There is no substitute for experience when it comes to planning your system. And every maintenance manager knows well, a reliable, responsive source of service parts is a vital factor in the purchase of any equipment - including your new auto-lube system.

With more than 25 years' experience serving industry in North America, Beka-Max has helped hundreds of equipment managers to specify and implement the right lubrication solution. If you're considering your first auto-lube system, check over the white paper our team prepared to highlight what you should look for, and what to look-out for!



Further reading: "Buyer's Guide to Automatic Lubrication"

Tool up for faster service calls

Time is of the essence for equipment technicians on field service calls. Often, an equipment tech will find that a machine requires repairs or service attention that weren't on the day's work list. Saving time on routine service allows more flexibility to complete unplanned tasks, or time to complete extra calls in a single shift.

Professional-duty MATO grease guns make lube service cleaner and faster in the shop or the field. The complete line of manual Lube Shuttle guns, including pistol-grip and lever models, features heavy-duty steel construction, precisely machined fit for all components and refillable grease cartridges. The cartridges allow techs to carry a selection of greases to swap into their choice of grease gun quickly and easily. Snug fittings mean easier pumping action without leaking grease onto



clothing or work surfaces. Clean greasing can mean a huge time saving in clean-up after servicing.

For large greased surfaces such as open gears, slide ways and chains, the air-powered LubeJet system replaces messy grease mops with a finely controlled spray system. The nozzle of the LubeJet spray gun adjusts the grease flow, volume and spray pattern to provide a uniform surface coating without spills or overspray. Grease is applied in an efficient, continuous motion with no wasted effort. The LubeJet spray guns are also compatible with Lube Shuttle grease cartridges, as well as a portable drum caddy with a reservoir of up to 110 lbs. of grease for uninterrupted operation on large jobs.



Further reading: "LubeJet Grease Sprayers"

**WE MEASURE OUR SUCCESS IN YOUR
"UPTIME".**

Cleaner lubrication combine savings with safety

Any time your crews are climbing atop heavy equipment in the field or operating machinery on the plant floor, they can be seconds away from a dangerous slip and fall accident.

Every conscientious employer takes pains to ensure employees are alert to grease spills, and ready to clean them up before accidents happen.

The best way to protect your people from slip and fall hazards, of course, is to prevent them from occurring in the first place. That's where Beka-Max's manual and automatic greasing systems can help.



**Moving service points
outside the safety fence lets
technicians do their job out
of harm's way.**



Professional-grade MATO grease guns protect crews from slip hazards on the ground and on equipment surfaces.

BEKA auto-lube systems will help you to keep grease in its place and prevent workplace injury. Their precision-built fittings and controlled dosing contains grease in a closed circuit designed to eliminate leaks and spills.

The MATO line of professional grease guns from Beka-Max are renowned for their clean operation. Lube Shuttle manual grease guns step up safety standards for equipment technicians and operators, whether they are out on a field call or working in the shop. The new LubeJet pneumatic spray systems gives service techs exceptional control over the flow of grease and the spray area, minimizing overspray and grease drips when lubricating large surfaces such as large cables and telescoping booms.



Further reading: "Lube Shuttle Grease Guns
Take the Mess Out"

In North America

Beka-Lube Products Inc. and Beka-Max of America Inc. are authorized representatives of BAIER + KÖPPEL (Pegnitz, Germany) in North America. For over 25 years, we have provided complete factory support to North American customers including final assembly of Beka lubrication systems, sales and distribution, parts supply and after-sale service.

Beka-Lube Products Inc. began operation in Canada in 1989. Our North American headquarters is centrally located near Toronto, Ontario, close to our US office in Buffalo, New York.



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