



2015

INCREASE MACHINE UPTIME AND RESALE VALUE WITH AN AUTOMATIC LUBE SYSTEM

Does your equipment have daily and/or weekly greasing requirements? Does it work in dusty/abrasive or wet conditions? If so, you can really benefit from an automatic greasing system, both on the job and at trade-in time.

Beka Lube Products Inc., supplier of **Beka-Max Automatic Lubrication Systems**, suggests that there are many factors apart from the working environment to consider. Buyers need to know that not all lubrication systems are created equal. Think about it. Many OEMs recommend using EP-2 grease. If you are using fluid grease, you may want to question if it will provide the long term protection you need.

Checklist of considerations

Many would guess that price is the key factor in making a purchase decision. While it is an important consideration, it is not the first on the list for those with lubrication system experience. It is frequently fourth.

Reliability

System reliability is the most important factor when considering an automatic lubrication system and buyers should ask questions. Questions like: How is the grease delivered from the pump to the various lubrication points? How is the operator notified if there is a problem? Will the pump be durable in all environments/climates over the equipment's operating life? This last point is a key reason why Beka Lube chooses to use cast aluminum pump housing rather than plastic as others do.

Getting the right installer

Probably the biggest concern is the ability and knowledge of the installer and their experience with your application. A poor installation, resulting in lost time, is often cited as the single biggest factor in deciding not to have a system installed. Knowing who is going to do the installation is just as important as the decision on which system to purchase.

After sales service

Choose a provider that has an extensive library of installations documented. You don't want a service tech showing up and saying, "Wow, never seen one of these before!" A combination of on-site support, as well as a centralized call centre is a must. Beka Lube is able to resolve over 95% of customer requests for technical support through their call.

Value for the money

Weigh all of the considerations and determine which system offers the best combination of features, options and a professional installation. Only then, the true value of each system can be determined. Higher priced systems and installations generally indicate better quality components and superior after-sale service, not to mention a cleaner installation. The payback is realized through a reduction in time lost for maintenance and repairs throughout the life of the equipment and the higher resale value is a great bonus. Call Beka Lube to discuss the benefits in greater detail.

The bottom line... know who you are dealing with, explore your options and ask questions, the cost is nothing. The cost of not knowing can be very expensive.

Beka Lube Products Inc. / Beka-Max of America Inc. are part of the global network for Baier+Köppel in Germany to supply Beka-Max Automatic Lubrication Systems (ALS) for a complete range of Road and Off Road Equipment. Located in Canada and the U.S., we work with manufacturers, dealers and end-users of equipment to ensure each machine is lubricated automatically to provide optimal operation time. In business since 1927, our extensive R&D has resulted in "BEST IN CLASS" solutions for automatic lubrication systems across all markets. Beka-Max systems are known for their reliability and are built to last many years.

For more information, contact:

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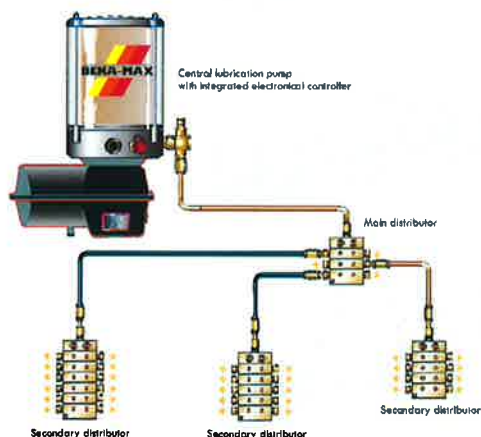
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The Beka-Max system can be adapted to suit any mobile equipment application and is flexible to allow expansion when attachments are added after the initial installation.