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## LET PM BE YOUR GUIDE WHEN PURCHASING AUTO-LUBRICATION

**Buffalo, NY** – You’ve recognized that automatic lubrication is the right strategy for your maintenance practice. The next step, to choose and install the best system for your operation, may not be so easy.

Dave McDougall, Product Manager for Beka-Max, concedes that any major brand of autolube equipment will work fairly well, but he advises buyers to be wary of unrealistic promises. “If anyone claims that their lube system consumes significantly less grease than other systems, you have to ask how that’s possible.”



Instead of focusing on grease volumes and initial costs, McDougall recommends looking for durable, quality components in a flexible, smart system backed by reliable service.

### Quality and design

Durability and reliability are key advantages of automatic lubrication, so there’s no advantage to purchasing a system that gives you a new set of maintenance problems. Ask how the pump is constructed, its materials and operating design, how it reacts in different operating environments. Check the grease distributors and fittings.

### Autolube “smarts”

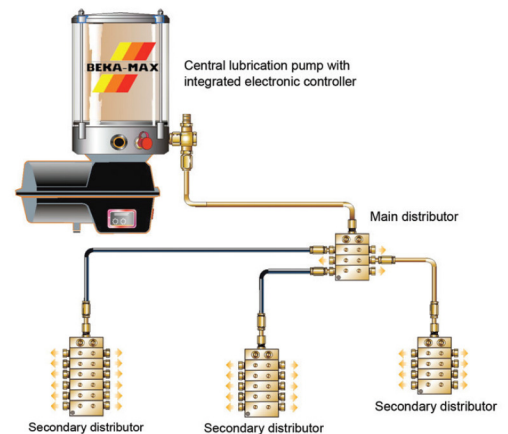
Consider smart monitors with visual or audible alarms to help you track levels in the grease reservoir or detect issues in the delivery circuit.

### Flexibility for the future

Ask about how to deploy an integrated system over time that can adapt to changes in your production processes. A program that equips just a few key circuits with a single manual service point will deliver benefits right away and provide a base for expanding and automating circuits later. Look for a system with a modular design for its distributors that lets you reconfigure the system for new grease lines or different dosing levels without unnecessary costs.

### Technical support

An autolube specialist can recommend dosing frequency and volume of grease for your equipment and adjust the configuration according to the equipment’s exposure to heat, dust and dampness. This professional will also know how to guard your system from potential impact points, snags or areas of high vibration.



Good telephone support can reduce reliance on service visits and get problems solved faster. At Beka-Max, for instance, the telephone call center resolves over 95% of requests for support, saving time and costs for the customer.

**About Beka-Max of America Inc.**

BEKA is today's leading global brand of automatic lubrication systems for industrial, over-the-road and off-road applications. Since 1927, BEKA has been trusted by equipment manufacturers and owners for high quality innovative central lubrication systems. Across the US, Beka-Max of America Inc. and its dealer network delivers on the BEKA promise of environmentally friendly, trouble-free products that increase component life, reduce repair costs and increase the value of your equipment. We measure our success by your up-time.

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