

The Word is Spreading About Better Lubrication

Construction equipment and heavy trucks have always been the "bread & butter" of the autolube industry. But as the benefits of automatic lubrication are proven in these industries, more and more equipment users are looking for solutions to suit other businesses and other equipment.

In this issue



See how **new products and new applications** are bringing automatic lubrication to every sector of **today's equipment industry**.

Safety and reliability becomes a whole lot simpler when you add a single point of autolube to those hard-to-reach service points. Our new single-point solution helps any facility to reduce maintenance shutdowns and make life easier for service techs.



Read: "BEKAONE: One simple solution"

FoodLine meets the highest industry standards for clean, safe operation in continuous processing facilities.



Read: "Beka-Max puts the focus on safety for food manufacturers"

From construction sites to industrial facilities to family farms, users put big demands on small machines. Now there's an autolube solution that's equally big on performance.



Read: "PICO fits right In where others can't"

Farming relies increasingly on large complex machinery that has to operate within critical timeframes to achieve profitability. One of our Beka-Max dealers is showing farmers how to maximize uptime and reduce operating costs.



Read: "Equipment veteran makes inroads for autolube in dairy farming"

What's the latest word?

People who know Beka-Max know that we're always on the lookout for better ways to care for their equipment. Our product lineup is continuing to grow, and we continue to build the best autolube service support in North America.

To keep you up-to-date, we're also expanding the way we get the word out. We're pleased to meet many of you in person at a number of industry shows and conferences throughout the year. And we're proud to maintain the best telephone support service in our industry.

Recently, our team began to publish articles on our blog designed to cover topics of interest to anyone concerned with preventive maintenance and equipment service. You can also follow our discoveries and troubleshooting activities in the field through our Twitter account.

To get the latest word on Beka-Max products and services, follow us:



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company/
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www.beka-lube.com/blog



www.beka-lube.com

BEKAONE: One simple solution.

At Beka-Max, we pride ourselves on finding the most efficient installation and service solutions to complex lubrication requirements.

With the introduction of BEKAONE, we're also pleased to bring the most efficient solution to the simplest service requirement!

BEKAONE single-point lubricators are ideal for supplying grease to a single service point in a precise, consistent and reliable way. They are supply mounted to any existing lube point, set the timer and it's good to go with enough grease to operate independently and automatically for anywhere from one month to 24 months. Each unit can then be refilled up to six times.



Compared to manual greasing, BEKAONE automatic lubrication means:

- Time saved servicing hard-to-access lube points
- Precise, consistent dosing at correct intervals
- More complete coverage as lubricant is applied while equipment is operating
- Improved safety, with no grease leaks or spills

BEKAONE single point lubricators are suitable for almost any application including motors, drives, bearings, conveyors, compressors, chains and more.

Beka-Max puts the focus on safety for food manufacturers

For our June update to the Beka-Max blog, we recognized National Safety



Month with a focus on how Beka FoodLine systems furthered the goals of the American Food Manufacturing and Safety Summit held recently in Dallas, Texas.

The FoodLine Central Lubrication System enhances processing and packaging safety every day of the year, and every minute of the day. With its special dry lube technology, FoodLine systems apply lubricant precisely onto conveyors and machinery to ensure safer no-mess servicing and operations.

Beka-Max offers a range of 5 basic system types to suit varied production requirements, plant sizes and maintenance budgets. But every system delivers on Beka's promise of improved safety in several ways including drier slip-free floors, reduced environmental problems and less wear and tear on the equipment.



Customers know that we take safety seriously and we share their commitment to a safe workplace. When our install crews arrive onsite, they come equipped and are trained to comply with your plant safety standards and with industry best practices.

To learn more about the safety advantages of Beka-Max central lubrication, check out our original June article at www.beka-lube.com/blog.



PICO fits right in where others can't

"Everybody 'gets it' when they see a large piece of machinery equipped with an autolube system – but small machines need to be up and running too!"

Jacque McDougall, President of Beka-Max of America, expects that more owners and users of compact machines will be "getting it" with the arrival of the PICO Central Lubrication Pump.

"Nobody working with machinery can afford downtime, and everybody wants the best possible resale price when they're done with a machine. PICO pumps fit right in with those needs for example: forklifts and telehandlers, compact wheel loaders, track and skid steer loaders, mini excavators and more."

PICO pumps were engineered by BEKA specifically for smaller machines that afford little space for added components. Designed with a powerful and proven drive, a PICO pump fits into spaces 60% smaller than a typical autolube pump. It installs easily into the engine compartment and provides



Right-sized to suit all kinds of compact equipment.

metered grease servicing for up to 8 grease points and distribution blocks. It

is electronically-driven and is available in 24V or 12V models, with or without integrated controls.

Small machines work as hard as the big units on the jobsite, and now they can have the same kind of

protection from excess wear and overheating. The PICO is the all-season lubrication solution that will provide your trucks and equipment with a longer life, free of unscheduled downtime due to lubrication issues.

With so many compact machines running in industrial facilities, construction zones and resource operations, PICO pumps are becoming a familiar part of the autolube world.

Small wonder!

Equipment veteran makes inroads for autolube in dairy farming



John Goodridge is on a mission to introduce farmers, contractors and municipalities to the dollar and sense of adding automatic lubrication to their equipment that runs day in and day out. "I got to know the Beka-Max system because of my past experience being a John Deere dealer," he recounted.

"They became standard equipment on the self-propelled forage harvesters, and during all that time, due to their reliability and robustness, we never had any service calls because the lube system was not working."

According to Dave McDougall, Product Manager for Beka-Max of America Inc., the main pump holds approximately 6-8 tubes of grease and is transparent so the operator can see if it's getting low. Grease is relatively inexpensive when compared to the cost of repairs, and even more so compared to the cost of downtime.

Still in the field

After 30 years in the farm equipment industry, Goodridge is now working for his son as a salesman at George & Swede, Sales & Service Inc., in the heavy equipment business. However he is still selling to farmers in addition to contractors and municipalities.

(Continued on back page)



WE MEASURE OUR SUCCESS IN YOUR "UPTIME"

(Continued)

George & Swede Sales and Service, in Pavilion, NY, serves 17 western and central New York counties and represents Hyundai, Link Belt, Yanmar, other short line manufacturers and Beka-Max.

Goodridge has always enjoyed the relationships he has built over the years with the farm community and gravitates to those people. Whatever the size of the farm, they all seem to grow, forcing them to be more efficient and to do more in the same amount of time. "As these are machines, there will always be downtime, but it can be minimized. The Beka-Max system is just another way to ensure as much "uptime" as possible. Maybe not for every machine, but critical for those key machines that cannot afford to be down," says Goodridge.

"It really hit home the other day when I had to tell a farmer he needed \$30,000 to repair the damage to his wheel loader from the lack of grease. I called Beka-Max and the sales rep came out and I figured out what the cost would be for a new loader. Based on his recent experience, at approximately \$7,000 installed, the Beka-Max system was a 'no brainer'." Goodridge reports that together with Beka-Max, he recently delivered and installed autolube systems on three loaders, a manure spreader, a feed



Improper lubrication can put more at risk than a minor breakdown. Equipment can become vulnerable to fires due to dry hay on top of a hot bearing. With the right auto lubrication system in place, the bearings don't run hot and that risk is eliminated.

truck, and an Oxbo hay merger. "I'm sure more will come," he concluded.

According to Dave McDougall, "Anytime you can take the human factor out of a task and have it done with automation, it saves valuable time for everyone. It also allows you to be more efficient and the payback adds to the bottom line."

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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