

## 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



Learn how to pick the best autolube system for your operation and how to beat common lubrication problems. We show you a lubrication system that stands up to the most extreme conditions and give you a glimpse of what it's like to be a Beka-Max dealer and invite you to our Open House in 2016.

**Consistency becomes** the norm when you eliminate the guesswork.



Read: Take human error out of the equation.

**Hydraulic breakers** take a pounding every day in the field. Learn more about how to extend the life of your equipment.



Read: Chisel paste cushions the blow.

**Find out how your preventative maintenance schedule** can help you make the right choice for automated lubrication.



Read: "Let PM be your guide when purchasing autolubrication."

**Company Wrench** knows a good thing when they see it for their equipment.



Read: Beka-Max provides peace of mind for dealers and customers.

**Our Open House** was a big success. Make plans to be there in 2016.



Read: Beka-Max hosted its Open House in October.

## 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, according to our dealers, 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 preventative 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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# Take human error out of the equation



Auto-pilot, self-driving cars, robotic vacuums. Some things machines can do better than humans and that includes lubrication. Beka-Max autolube systems will help you beat these common lubrication problems.

## Overcome over-greasing

There can be too much of a good thing when it comes to lubrication. Bearings, for example work best in a precise volume of grease (outside diameter in inches x width in inches x 0.114 = grease quantity in ounces).

Unless you know exactly how much grease your grease gun is dispensing, a couple strokes with a grease gun can add too much grease, cause overheating. Excess lubricant can also expose the system to contamination and ultimately shorten

the bearings' life. Another problem with over-greasing is that it can lead to messes and safety hazards.

An autolube system delivers a precise amount of lubrication at scheduled times to avoid over-greasing.

## Forget about remembering

It's easy to forget. Unless your company has rock-solid operating procedures that are used by everyone 100% of the time, you can guarantee that someone will forget to do an inspection, top-up the oil or re-grease a lubrication point somewhere along the way.

With auto-lubrication, mechanics and operators will not have to learn and remember to do these tasks, and fleet managers will not have to write, maintain and train people on operating procedures surrounding these tasks.

## Good housekeeping is still important

Even the best automation system can't do everything. Humans are needed to refill the containers and replace old equipment. To eliminate the possibility that the humans will refill the containers with the wrong lubrication, it's important to label everything from the pump to the storage containers and grease guns. Establishing a labeling system will help you avoid cross-contamination.

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## Chisel paste cushions the blow

Hydraulic breakers need specialized lubrication to protect them from heat, vibration, metal-on-metal damage and unforgiving environmental conditions. These machines operate in extreme heat, dust and moisture, so lubrication needs to protect against corrosion too. Standard grease will separate, evaporate and run off.

Beka-Max chisel paste is up to the challenge. Made of copper-infused calcium sulfonate, our chisel paste can lubricate efficiently in temperatures from -20°C to 1100°C (-4°F to 2110°F). Designed to reduce wear and extend the life of hydraulic breakers, Beka-Max chisel paste includes extreme pressure and anti-wear properties. Its shock load and vibration resistance means it will protect your tool even in the most extreme conditions, and in the end, save you money on unnecessary repairs and downtime.



What sets Beka-Max chisel paste apart is its ability to protect against corrosion in wet and salty environments.

Because the lubrication needs to be applied so frequently on a hydraulic breaker - up to every hour during intense use - an automatic lubrication system makes sense.

Beka-Max offers auto-lube systems that can be installed on the carriage or the breaker.



# Let PM be your guide when purchasing auto-lubrication



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"

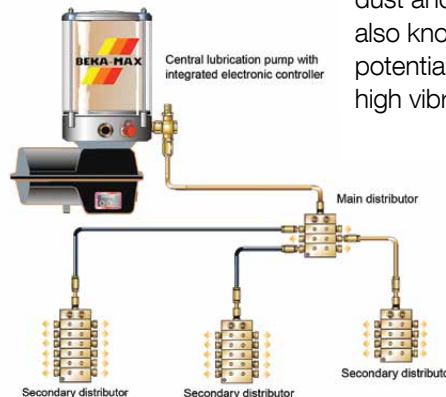
Consider smart monitors with visual or audible alarms to help you track levels in the grease reservoir or detect issues in the delivery circuit.

## 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.

# Beka-Max provides peace of mind for dealer and customers



An Ohio-based heavy equipment dealer with branches across the country, Company Wrench, has been a Beka-Max dealer for 10 years. When it added Beka-Max to its product shelf of industry-leading manufacturers, not many people were offering autolube systems. Today the company continues to carry Beka-Max products because of their quality and flexibility.

"First of all, Beka-Max is a good fit for our rental fleet," says Jon Noll, Service Manager. "We can send out an excavator equipped with a Beka-Max hammer autolube system, and we know that the hammer is being greased efficiently while on rent. With the Beka-Max system and chisel paste, we know the hammer will perform as it was intended -- meaning no unscheduled downtime -- and that it will come back to us

in great shape. With the autolube system, our machines last longer and our customers stay happy!"

Noll says that Company Wrench often installs the Beka-Max models because of their automatic shut-off feature. If the grease level is too low, the pump switches off, and will shut down the hammer hydraulic circuit, preventing damage. This built-in feature can save Company Wrench thousands of dollars in repairs as well as lost time and productivity for their staff and their customers.

Beka-Max products are not just insurance for your machines, they're in-demand for their own merits. Customers do call looking for autolube systems, says Noll. And when customers

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call, he knows he can count on support from Beka-Max. Noll says Jim Colf has helped develop specs for full autolube systems on various machines, including wheel loaders, articulating dump trucks and excavators, over the years.

Noll says he would recommend Beka-Max to dealers who are considering adding automatic lubrication to their lineup. "It's a quality product with great flexibility. It's something we use in an assortment of applications. It also ensures that our customers' equipment works as it's supposed to."



## Beka-Max hosted its Open House in October

Beka-Max welcomed customers and dealers to its US office in Buffalo, NY on October 28. The 2015 Open House gave guests an opportunity to meet in person with Beka-Max staff to talk about opportunities in their businesses and get to know one another. Guests also had the unique opportunity to learn about some of the new Beka-Max products and how they might be used in their application.

New products featured at the Open House include: **Lube-Shuttle®**, leak-proof grease guns that allow complete use of lubricating grease and come with re-useable, refillable, screw-top grease cartridges

**LubeJet-eco system**, one of three new lines of professional-grade pneumatic spray grease gun systems

## 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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**Plan to attend next year's event!**



**Jim Colf, Beka-Max Account Executive (right), greets John Goodridge at the Beka-Max Open House on October 28th. Goodridge works as a sales rep for George & Swede Sales and Service Inc., a Beka-Max dealer in Pavillion, NY.**



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