

SYNTHETIC GEAR OILS ARE HERE TO STAY

ELLEN GIRARD, OEM MARKETING ANALYST & GOVERNMENT AGENCY LIAISON, LUBRIPLATE

If you review the gear oil lubricant specifications from most original equipment manufacturers (OEMs), you will find that synthetic gear oils are being recommended. Traditional mineral oil recommendations are becoming obsolete because synthetic gear oils offer many cost-saving benefits.

Synthetic gear oils most commonly recommended by OEMs are polyalphaolefin-based oils (PAOs) and polyglycol-based oils (PAGs). Most lubricant manufacturers offer both industrial, synthetic gear oils and NSF/H1 registered food machinery grade, synthetic gear oils. Many PAOs and PAGs are NSF/H1 registered food machinery grade.

There are many benefits in choosing a synthetic gear oil. OEMs have recognized these benefits and made changes to their lubricant recommendations as a result. First, synthetic gear oils deliver extended oil change intervals resulting in reduced oil change costs, reduced oil

purchases, and waste oil disposal costs and lesser impact on the environment by conserving resources. Second, they improve gearbox efficiency by reducing friction and gearbox operating temperatures due to their thermal and oxidation stability. Third, synthetic gear oils will extend gearbox life resulting in reduced costs to repair gearboxes and reduction in downtime. Fourth,

synthetic gear oils deliver wide operating temperature efficiency. Finally, synthetic gear oils allow an end-user to consolidate their oil inventory. This reduces the chance of lubricant misapplication and reduces oil inventory costs.

Overall, synthetic gear oils present an opportunity to reduce overall maintenance costs while not only maintaining but improving machine reliability. It is important to consult with a reputable lubricant supplier who can assist you in the transition to synthetic gear oils.



GIRARD

MACHINE MONITORING MADE EASY: MOVING CUSTOMERS INTO THE DIGITAL WORLD

WILLIAM HIDEELL, VICE PRESIDENT, AFTERMARKET SALES AND CHANNEL MANAGEMENT, SKF USA

Attracting and keeping the attention of customers requires distributors to move beyond transactional relationships and into more value-added and partnership offerings. With the emergence of IoT and Industry 4.0, distributors have new opportunities to take the lead in educating customers and developing new services to build value, increase product sales and ultimately become an indispensable partner. One area especially ripe for development is in the field of condition monitoring and predictive maintenance (PdM).

Many distributors are challenged with finding easy-to-use condition-monitoring solutions they can offer to their customers. And, while some end users have embraced the benefits of PdM tools, many have not — often because of perceived high costs

or complexity of equipment. Here's where distributors can help their customers navigate a pathway into condition monitoring and PdM. The benefit goes well beyond the initial product sale; involvement in the customer's condition monitoring and PdM activity gives the distributor more insight into their machinery and provides new opportunities to proactively manage that customer's power transmission equipment needs.

With those customer and distributor challenges in mind, we recently introduced SKF Pulse to give MRO engineers, managers and technicians a cost-effective entry point for a do-it-yourself PdM program. For example, SKF Pulse combines an easy-to-use handheld sensor with a free, intuitive mobile app that allows users to quickly monitor machine health and

predict machinery issues before operations are impacted. The portable sensor provides instant feedback via the app for an unlimited number of assets. If help is needed, in-app SKF Pulse Checks connect users to expert analysis, advice and diagnostic reports from SKF. The technology can also complement a broader existing vibration analysis program.

At SKF, we understand the importance of equipping distributors with products, tools, technology and expertise that enables them to better serve their customers and make them integral to the customer relationship. Having a low-cost point-of-entry solution such as SKF Pulse gives distributors yet another tool to offer customers to help make their machine monitoring easier.



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NICOLE VILLACORTA, AUTOMATION SEGMENT MANAGER, NSK

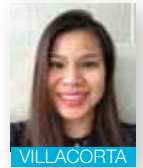
Cutting-edge technology developers such as 3D printing, robotics and autonomous vehicles rely on partners to move at a rapid pace, to match their research and development advances and production requirements. The double-digit growth projected has placed automation companies under pressure to accelerate the launch of new products, despite suffering from the workforce shortage prevalent in the industry. As a result, full system solution providers that are easy to do business with but experienced enough to handle the complexity required to support the full design process, installation and maintenance are critical to OEMs and end users as they focus their resources on their core competencies.

To increase their competitive advantage, key players in the automation space are looking to work with one supplier that can offer a wide range of products that can also be easily integrated into their equipment or production assembly. Pre-configured, pre-built and fully tested

integrated systems help these companies solve component failures as well as achieve higher levels of system performance and life – all while minimizing downtime and the use of valuable engineering resources.

Integrated system solutions also aid in simplifying the purchasing and quality control process given the single part number for the system, as well as expediting production ramp-up due to the significantly reduced assembly required. Being able to offer technical support and failure analysis of component issues as well as mechatronics expertise to optimize space, life and performance on these integrated systems is a huge asset to any company.

With product and system solution expertise and channel partner support through Automation Solution Providers (ASP), NSK enables automation of new technology through motion and control.



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CORY WALTER, PRODUCT MANAGER, POWER TRANSMISSION GROUP-NORTH AMERICA, CONTINENTAL

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