

SELECTING THE RIGHT LUBRICANT

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Selecting the correct type of industrial lubricant can be a difficult task. It is important to identify the product that will work best for your application. However, the government regulations and standards that apply to your specific industry must also be a top consideration. There are regulations that affect all types of industrial lubricants, such as the Globally Harmonized System of Classification and Labeling of Chemicals (GHS) and there are also regulations that apply to specific industries, such as the food and beverage industry or the marine industry.

The safety of the consumer is a top priority for food, beverage and pharmaceutical processors. With the advent of The Food Safety Modernization Act (FSMA), which affects the entire supply chain including lubricants, it is imperative that the correct lubricants are being used throughout a plant. Always locate a mark on the product label from NSF International, which is the only independent, third-party organization that offers registration

for lubricants. An NSF/H1 lubricant should be used in applications where the lubricant might come into contact with what is being processed. An NSF/H2 lubricant should be used where there is absolutely no chance of contact. NSF/H1 or NSF/H2 registration letters are available through the NSF Whitebook or through your lubricant supplier.

Food, beverage and pharmaceutical processors can also seek ISO 21469 certified lubricants. Although this standard is not mandatory yet, lubricants that have this certification are not only considered safe in the event of incidental contact, but have also been reviewed for the level of quality control applied to the formulation, manufacturing, distribution and storage of the lubricant.

The marine industry is regulated by the Vessel General Permit (VGP) guidelines which are issued by the United States Environmental Protection Agency. VGP places regulations on what can and cannot be discharged into the waters of the United States from commercial vessels greater than 79 feet in length. The VGP requires that all vessels must use an "environmentally acceptable lubricant (EAL) in all oil-to-sea interfaces, unless technically infeasible." EAL means lubricants that are biodegradable, minimally toxic and not bioaccumulative. Again, your lubricant supplier should be able to provide documentation if they are making the claim that a product is an EAL per VGP standards.

The regulations that define the formulas of industrial lubricants are constantly changing, so it is the job of your lubricant supplier to keep you educated and updated on recent regulations that are affecting your business.



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MOBILE TECHNOLOGY AND ANALYTICS

KEVIN BEASLEY, CHIEF INFORMATION OFFICER, VAI

We see an increased prevalence of mobile technology and analytics data access via CRM. Our customers are increasingly seeking to implement these products to maintain a competitive edge and grow the business. These solutions offer real benefits, including better visibility into product availability and pricing for sales teams, and access to accurate information.

S2K solutions that help distributors manage their business more effectively include:

S2K Mobile, which are applications specifically designed for smaller handheld displays and a touch-screen interface that can easily access the native functions of

the mobile device, S2K Customer Relationship Management (CRM), which allows users to operate existing technology while providing an enterprise-wide view of all interactions with customers and prospects, and S2K Analytics, which allows users to create powerful dashboards and reports that will allow them to identify and analyze opportunities and trends, identify anomalies that could turn into significant business issues, communicate goals consistently with employees, and monitor performance against targets.

Distribution company requirements have shifted to require B2B offerings such as customer and vendor

self-service tools on the web, and also via mobile web applications. Our S2K Portal and S2K Mobile technologies allow for role-based environments to serve B2B.

Introducing new technologies and tools to an industry not used to needing them can set them behind the competition and they will therefore struggle to compete. We also see a shift in labor generations as baby boomers retire and are rapidly being replaced by millennials, who are more accustomed to technology such as social, mobile, and analytics as well as cloud computing.



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