

# Consolidation brings peace of mind to maintenance managers

Single expert source for lubricants and reliability products increases food plant productivity and improves bottom line

**M**aintenance crews at food manufacturing plants have little time to look for root causes when things go wrong. Instead, they need to fix the problem, and then move on quickly to the next one. In this competitive, fast-paced environment, the consequences of equipment downtime are severe.

To be a valuable resource for a food manufacturing facility, modern lubricant suppliers should be well versed not just in lubricants but also in reliability and contamination control techniques. They should be able to identify problems and their root causes, recommend solutions and assist with implementation. They should work with the customer before, during and after the sale.

## Single expert source

For true full-service support, a food manufacturer needs a supplier that can offer a complete lubrication reliability program, including H1 lubricants, non-H1 lubricants, reliability products and services. Provided by a single source, a well run lubrication reliability program that includes high-performance lubricants can provide several benefits, including:

- Uptime increase – Machines run longer, without mishap or failure.
- Cost reduction – Reliable machines require less labour to maintain and require fewer replacements.
- Lubricant reduction – Lubricants last longer and require fewer change-outs.
- Energy reduction – Equipment runs smoother and requires less energy.

• Lubricant consolidation – Fewer lubricants reduce inventory, require less storage and create purchasing efficiency.

Following are examples of actual companies that experienced the benefits of working with a single expert source for their lubrication needs.

## Real companies, real solutions

### Baking

The plant engineer at a large U.S. baking facility set a goal of building a reliability-centered maintenance program. For assistance, he turned to the plant's lubrication consultant, whose first action was to establish a baseline status by performing a LEAP<sup>SM</sup> oil analysis of critical equipment.

The consultant recommended Tote-A-Lube® storage and dispensing systems and Oil Safe® transfer containers to help the maintenance technicians store and dispense lubricants throughout the facility. With these products and the colour-coding of all lubricants, the plant engineer eliminated cross-contamination and achieved best practices in lubricant storage, dispensing and handling.

### Beef processing

The maintenance manager of a beef processing facility in the state of Georgia set three goals for his facility: Build a world class lubrication storage room, reduce contam-

ination and control inventory. His lubrication storage room needed cleanup and organisation in order to meet the standards required to secure a major new contract. For help, he turned to a lubrication consultant who represented one of his current suppliers.

The consultant surveyed the lubricants used in the facility and was able to consolidate them from 20 to 11. The consultant also presented several reliability solutions, including Tote-A-Lube and colour-coded Oil Safe products. After implementation, the plant's planner stopped receiving late-night phone calls asking which lubricants go into which equipment.

After meeting his goals and helping his plant qualify for the new contract, the maintenance manager is continuing to work with the consultant on oil analysis and the use of additional reliability products such as filtration devices and desiccant breathers.

### Dairy processing

A dairy processing plant in Texas was experiencing significant lubricant contamination during its refill process. The open buckets and





Tote-A-Lube storage tanks and Oil Safe transfer containers keep lubricants clean and contaminant-free



bottles used to transport oil to the units were exposing the oil to contamination. These open and unlabeled containers were also leading to oil mixing, which caused early drain intervals and other problems.

The plant's lubrication consultant, who often visited the plant and knew about its challenges, recommended Oil Safe containers with colour-coded lids and labels. It took just a few months of lubricant savings to recover the cost of the containers. The savings have multiplied as the plant continues to reap the rewards of eliminating its contamination and mixing problems.

In Montana, another dairy processor wanted to work with a single supplier and consolidate its product inventory, while keeping within OEM specifications. Its lubrication consultant recommended a lubrication survey. To accommodate the plant's schedule, the consultant did not do the survey all at once, but instead did it during each machine's regularly scheduled maintenance. He noted the exact requirements and product recommendations for each machine. It took one year to complete the survey, and by the end of that year, the processor had converted to a single lubricant supplier and had eliminated five products from its inventory.

#### Results

Rather than having busy maintenance personnel running from problem to problem, a wise plant manager should seek the help of a dedicated supplier that can provide on-site expertise.

Through its association with leading companies in the lubrication reliability field, LE can offer food manufacturers a customized reliability solutions program including lubricants and reliability products. Backed by knowledge and industry expertise, LE's solutions for application, storage, handling, contamination control, oil analysis, program implementation and technical support ensure that its customers achieve tangible results.

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# Lubricants & Reliability come together for a total solution

#### You can rely on LE.

We have the H1 food-grade lubricants you need to meet the rigorous standards of food manufacturing and processing. But that's just part of our total solution. We can also customize a lubrication reliability program for you to control contamination, keep equipment running and improve your bottom line.

#### We make it simple.

Our certified team of experts can plan and implement a lubrication reliability program at your location, tailored to your goals.

#### Contact us today.

Discover how LE's total solution can help you.

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