



**AUTOMATIC
LUBE SYSTEMS**

CONCRETE MIXERS



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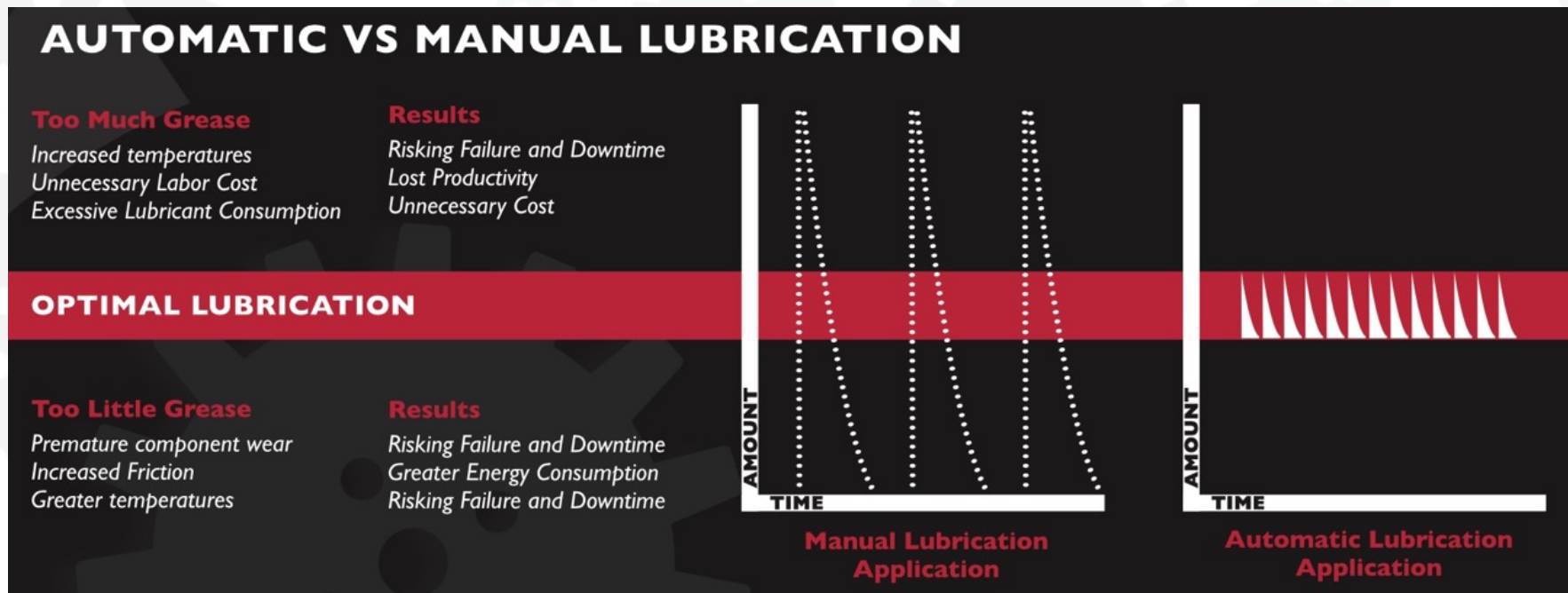
Concrete mixers are subject to a variety of harsh environments and rough conditions.

Mixers have to deal with heavy loads that are upwards of 40,000lbs of material that is incredibly caustic in severe environments where dust and dirt are ever-present during manufacture and transport.

These harsh settings result in frequent downtime and lost productivity.

BENEFITS OF AUTO LUBE

- Reliable and Permanent Grease Solution
- Extended PM's
- Increased Productivity and Improved Operations
- Increased Safety
- Reduced Repair and Maintenance Costs
- Optimal and Dynamic Lubrication
- Extended Equipment Life
- Contaminant Reduction
- Higher Resale Value
- Environmentally Friendly



BENEFITS EXPLAINED



- **Reliable and Permanent Grease Solution** – Results and productivity are key drivers in the ready mix concrete business; the medial tasks, such as manual lubrication, often get overlooked when deadlines approach fast. Eliminate neglect by operators or mechanics who may be influenced to not grease because of production, weather, or lack of care for your equipment. Clean calculated amounts of grease are applied to each grease point with precision, never forgotten, always lubricated. Avoid human error or neglect, our systems work in all weather and conditions.
- **Extended PM's** – According to an industry association, the average mechanic takes care of 13.7 mixers. Every shop can use more time. It's especially true in a garage that oversees loaders, trucks, mixers and even the plant. In an age where everyone is tasked to do more with less, an auto greaser can keep your mechanics on more important tasks and urgent repairs, ultimately saving substantial labor costs.
- **Increased Productivity and Improved Operations** – The ready mix concrete business has stringent production constraints and tight deadlines, every minute saved can produce real profits. Every minute down can also lead to catastrophe, the top priority is to keep the drum spinning and the truck moving down the road. Losing a drum and load can be a real possibility if a drum roller fails. An auto greaser is the proactive approach.
- **Increased Safety** – The typical mixer depot is a very busy place, mixers, loaders and trucks are moving quickly; it's simply not the right place for manual lubrication. Climbing on and off equipment is the number one cause of injury for operators (54%). The average workers comp claim is \$40,000. Eliminate or minimize the time in environments where there is risk.
- **Reduced Repair and Maintenance Costs** – Steering, braking, suspension, and mixer parts added with, labor, and downtime: the costs of component failure add up quickly, commonly exceeding thousands of dollars and rarely happen at the right time.

BENEFITS EXPLAINED

- **Optimal and Dynamic Lubrication** – “Shots” of grease from a grease gun can vary from .8 to nearly 3cc’s. Every operator and mechanic will apply a different amount of grease. For safety reasons, greasing is typically done while the mixer parked and off. Our auto greaser precisely lubricates with a little amount of grease at a time, while moving, the most effective way to grease.
- **Extended Equipment Life** – Your mixer is a large investment, upwards of \$250k. According to an industry association, mixers are kept for an average of 9.7 years. The acerbic conditions accelerate age of every mixer component. Reduce lubrication failures by up to 70%. Control the 5 most common types of lubrication failure: too little grease, too much grease, contamination of grease, mixing grease types, and using the wrong type of lubricant.
- **Contaminant Reduction** – The process of manufacturing concrete produces an environment where dust and dirt fly and the end result is a caustic material. Your auto lube system will be nearly sealed. Positive grease pressure prevents air, dust, and moisture from getting into the system or the machine. Lubricant contamination accounts for approximate 25% of common bearing failures.
- **Higher Resale Value** – Keep more of that \$250k initial investment when you go to upgrade. Less wear and better maintenance equates to higher residual value upon resale. Preventative maintenance can reduce machinery repair costs 25%.
- **Environmentally Friendly** – Potentially reduce grease usage on mixers by up to 20% by applying the precise amount of grease to every point and eliminating the feast and famine of manual greasing. A longer lifespan of components is better for the environment by keeping them out of landfills.

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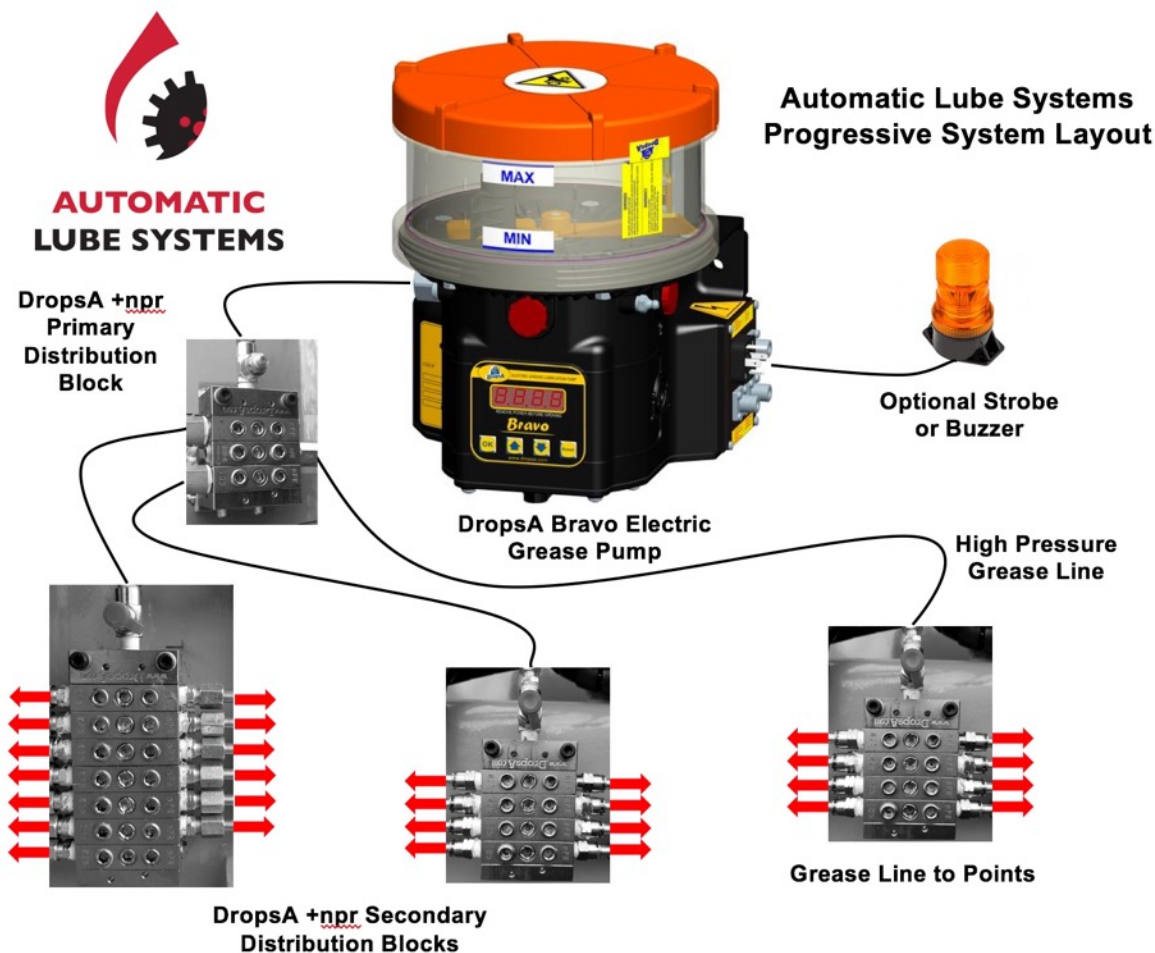
Common Issues: Drum rollers and spring pins.

WHY AUTOLUBE MIXERS?

Why stop at just drum rollers and spring pins, our system automatically lubricates the steering, braking, suspension, and mixer components on your concrete mixer reducing component failure and downtime, resulting in increased safety, productivity and profit.



HOW IT WORKS – MIXERS



An automatic lube system dynamically lubricates individual grease points (steering, brakes, suspension, and mixer points) with metered amounts of grease. Automatic Lube Systems concrete mixer installations include a DropsA Bravo Pump that feeds custom series progressive distribution blocks. Grease is pumped from a central reservoir through the grease pump. The grease then travels down tubing that feeds a primary distribution block. Grease then travels to secondary distribution blocks where specific metered amounts of grease are delivered to each lubrication point. The metering valves are custom sized for each point to deliver the precise amount of lubricant. Each valve cycles one at a time and is dependent on the valve before it; this a great way to trouble shoot the system. Should a point stop taking grease or if a line gets pinched, blocked, or stops delivering grease, the entire system stops working and the pump alerts you of a fault. This usually means no bearings will be lost. Unlike some auto lube systems out there, *should a bearing not take grease, you will know*. Our series progressive system will alert the pump of a fault which will display on the screen and activate an optional strobe light.

REAL WORLD NUMBERS



"Such claims are appealing, but do these systems work in the field? They seem to do a good job for Terry Green, director of maintenance for Southdown Inc.'s concrete products group. Houston-based Southdown is the third largest producer of cement products in the United States. Since he joined Southdown, Green has looked for ways to lower maintenance costs and improve productivity. One of his goals was to move from manual to automated lubrication methods.

Results have been impressive. A typical ready-mix truck can carry 40,000 pounds of concrete inside the drum that rides on two drum roller bearings. When a truck experiences roller-bearing failure, it must be pulled out of service and the failed roller replaced. It can cost in excess of \$400 for parts and labor per failure.

"Some trucks have required six rollers a year," Green says. "A drum roller costs about \$250, takes half a day to replace and was one of our highest maintenance costs."

Before Southdown installed the centralized lube system, drum roller cost was 3 percent of its total maintenance costs. Afterwards, that figure went down to 1 percent. Green says it would have been even lower had its older trucks been equipped with lubrication systems also.

"In the past, 15 percent of our trucks were always down. With the automated lubrication systems as part of our maintenance initiatives, we've reduced that to 2 percent."

Southdown experiences less downtime. Green says he gains an average of 159 hours of productivity per week, enabling maintenance personnel to work on other projects. He also eliminates the safety hazard created by climbing over, under or around the sometimes slippery equipment."¹

1. <http://www.fleetequipmentmag.com/lubrication-on-the-go/>

AUTOMATIC LUBE SYSTEMS



Why Automatic Lube Systems, Inc. –

- **Service** – ALS is a local team committed to our customers and their operational auto lube systems. While we are less expensive than the dealer, we also provide better support. We are a phone call away, no call center, no struggling to find the right person.
- **Price** – An ALS concrete mixer system is typically 5-20% less expensive versus a factory system. Our systems are lower cost and give you better serviceability.
- **Simplicity** – While ALS can add features such as an in-cab low level or fault warning, or data logging and diagnostic options, we prefer to stay simple to auto lube. Our systems are simpler to diagnose, have less that can go wrong, and IF something does go wrong, are much less expensive to fix.
- **Repair** – ALS is capable of fixing multiple types of auto lube systems including your factory auto greaser. We stock a multitude of compatible parts and have the best suppliers in the business to back us up.



THANK YOU.

Thank you for considering Automatic Lube Systems, Inc. for your lubrication needs on your mixers. Please contact us for questions, quotes, or to schedule your job.



CONTACT US

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