



# **Why Auto Lubrication?**

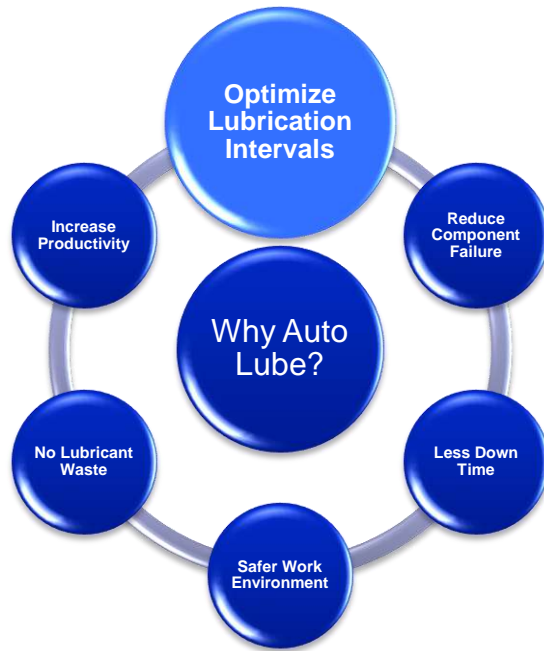
## **Why Graco?**

# Automate Your Lubrication Maintenance Process!

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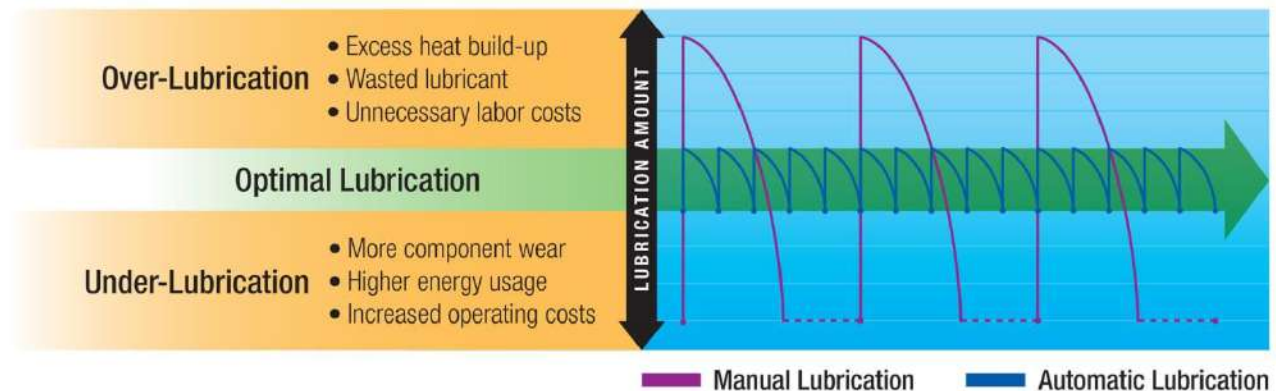


# Why Auto Lube?



## Assure the Job Get's Done Right!

- The right amount
  - Smaller amounts more often
- At the right time
  - Consistent replenishment
  - While the machine is running for improved bearing coverage
- In the right location
  - Don't miss points



# Why Auto Lube?



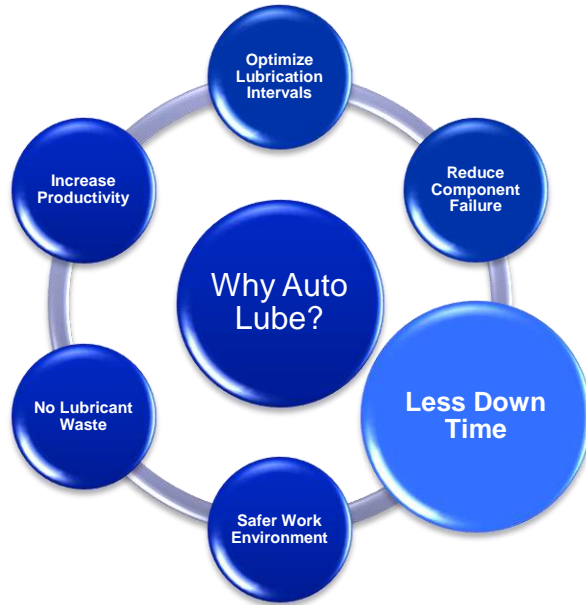
## *Avoid Costly Repair of Premature Failures!*

- Majority of bearing failures are lubrication related
  - Over/Under Lubricated
  - Incorrect Lubricant
  - Lubricant Contamination



Source: Packaging World, March 2014

# Why Auto Lube?



## *Keep Equipment Running Smoothly!*

- Avoid costly unplanned repairs
- Minimize lost production time
- Reduce spare parts costs



# Why Auto Lube?



## *Provide a Safer Work Environment!*

- No climbing around equipment
- Avoid inaccessible areas
  - Gases
  - Exhaust
  - Confined spaces
  - Rotating and actuating equipment



# Why Auto Lube?



## *Control Dispenses with Accuracy!*

- Avoid over lubricating
  - Reduce cost with less waste
  - No spills
  - Environmentally friendly



# Why Auto Lube?



## *Drive Efficiency Throughout the Operation!*

- Lubricate while machine is operating
- Increase operator efficiency
- Maximize production
- Decrease maintenance time
- Repurpose manual lubrication resources

## productivity

A measure of the efficiency of a person, machine, factory, system, etc., in converting inputs into useful outputs. ...





# Your Dedicated Partner

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# Why Graco?



## *Decades of Building Competencies!*

- Graco is a worldwide leader in fluid handling systems and components
- Graco started by developing products that solve end-user needs – *a philosophy we continue to live by today*
- Dedicated and focused on driving mutual success with our customers

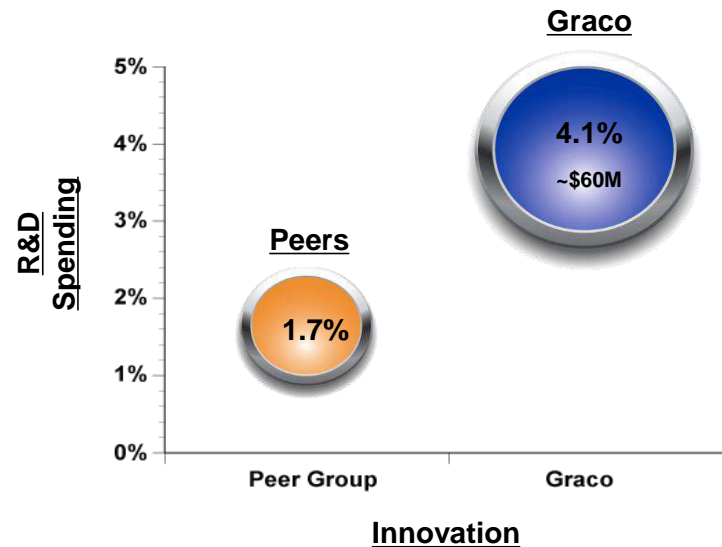


# Why Graco?



## A Strong Commitment to New Products!

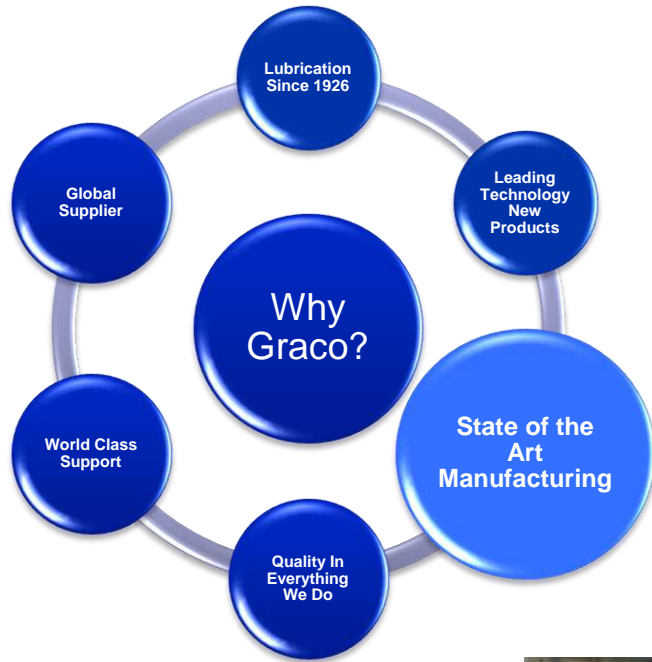
New Product Development Expense as a Percentage of Revenues – 2017\*



\* Peer average R&D spending as a percentage of revenues based on 2016 data



# Why Graco?



## *Putting Investment and Technology to Work!*

- Continuous capital investment
- Precision machining, assembly, and testing
- ISO 9001 and ISO 14001 certified
- Quality and delivery focused
- Rigorous continuous improvement



# Why Graco?



## *A Comprehensive Focus on Being the Best!*

- Rigorous product development standards
- Stringent manufacturing processes
- Knowledgeable and accessible support staff
- Customer care after the sale
- A culture of continuous improvement



# Why Graco?



## *Raising the Bar on Customer Experience!*

- World Class Service
  - Customer Service
  - Technical Support
  - Local sales support
- Training
  - Hands-On Training Classes
  - Graco University
- On-line tools and documentation

**GEDI®**

**GRACO**  
University



**Sales Book**



# Why Graco?



## *Serving our Customers Needs Around the World!*

- Global operations include:
  - Headquarter offices
  - Distribution centers
  - Local teams
  - Vast distribution network

- Headquarter Offices
  - Shanghai, China
  - Seoul, South Korea
  - Yokohama, Japan
  - Maasmechelen, Belgium
  - Montevideo, Uruguay



