



## CASE STUDY: FLOLINK TELEMATICS MONITORING FOR RENTAL FLEET

### APPLICATION: ARTICULATED DUMP TRUCK

Increasingly, companies want to receive more data about the operation of their equipment. However, this equipment rental company was finding telematics reports were becoming onerous, with too many pages and specific valuable data about the autolube system (ALS) getting buried.



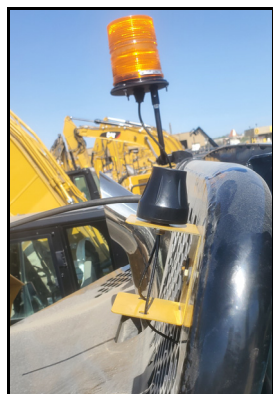
### THE FLO SOLUTION

FLO designed the FLOlink Remote Monitoring Telematics Program for ALS, to send managers at the rental company email notifications to their mobile devices or computers when the lubricant reservoir on a monitored machine is low or when an ALS is in fault and a service technician must be dispatched. A built in GPS ensures the exact location of a machine is known at all times.

Specific Benefits to the Rental Company:

- FLOlink provides direct sight into the operation of the lube systems, specifically low lube reservoir. If the system goes into system fault, the rental company is alerted by FLOlink, so they can respond appropriately without having to rely on the customer/operator to notice something is wrong and contact the rental company.
- Many rental agreements make the customer responsible for maintaining the grease level in the reservoir. With FLOlink, the rental company can quickly download and print out reports to be able to identify and inform the customer exactly when the lube level became low and when it was refilled. In addition, if they have to dispatch their own technicians to trouble-shoot the system and it turns out the system failure was due to low reservoir, FLOlink provides the documentation to show and charge the customer for any work that had to be conducted.
- FLO lube systems are tied into the machine ignition switch, which in effect allows FLOlink to keep a running total of the hours of operation of the machine it is monitoring. This provides another point of reference with regards to charging the operating hours accordingly to the individual customers. Some of the rental company's customers have individual business units and the rental machine goes between those units – with FLOlink tracking the running hours, tied into the GPS locator, the rental company can now supply that multiple business unit customer with a running hour breakdown by location, allowing the customer to allocate the cost of the rental unit to the appropriate business unit or geographic area.

This articulated dump truck system consists of a FLOlink unit, a 24 VDC Series pump with an 8L grease reservoir, positive displacement grease metering valves, and fittings, tubing and hose with standard re-usable hydraulic hose ends and adapters.



### FLO RESULTS

FLOlink provides a quick and easy way to monitor the ALS status, location and running hours of the monitored rental units. The rental company was so pleased, they asked FLO to modify FLOlink so it can now also be retrofitted to existing machines with other manufacturers' brands of ALS.

**For Total Lube Solutions,  
GO WITH THE FLO!**

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