



FLO Components Awarded Distributorship for SKF Brand Lubrication Products

Automatic Greasing Systems specialist FLO Components Ltd. is proud to announce that it has reached an agreement with SKF Group – Lubrication Business Unit to become a key distributor of SKF Brand Lubrication Products and Solutions in Ontario.



Commenting on this announcement, Mr. Chris Deckert, President of FLO Components said; “We’ve been lube solutions experts and trusted lubrication advisors for our clients since 1977. Now we have even more solutions to offer. The “SKF branded” lube product compliments the “Lincoln branded” lube product, filling in gaps which existed in the Lincoln line for some unique special applications. With the addition of the SKF “branded” lube product line, our customers are now supported by an even more complete one-stop shop for all their lubrication needs. Combined with our thirty-five years focus on customer service, one phone call is all it takes.”

Deckert offers some background on how the agreement came about; “Our Company has been the leading distributor in Ontario for St. Louis based Lincoln Industrial Corp., since FLO opened in 1977. We earned the ‘Distinguished Distributor Award’, awarded annually for outstanding sales performance to one or two distributors in North America, in 1999, 2002, 2005, 2007 and 2010. In 2010, as part of their 100 Years in Business Celebrations, Lincoln recognized distributors who over the long term, consistently supported Lincoln in growing not just sales and market share but also product and new market development. FLO was honoured to be among a select few to receive the ‘Celebrating 100 Years’ Distributor Award.”

“In October 2010, Lincoln, the world leader in lubrication equipment, was purchased outright by the SKF Group of Sweden in order to gain access to its (Lincoln’s) deep line of complimentary lubrication products and its extensive and well established world-wide distribution network. As the St. Louis based SKF Lubrication Business Unit moved forward with the two brands, it was a natural progression for FLO to take on the SKF Brand Lubrication products given FLO’s proven track record as a Lubrication Solutions Provider and the rich history FLO shared with the Lincoln brand.”

According to FLO’s Marketing Specialist Gabriel Lopez; “FLO sees significant benefits for our customers by implementing solutions developed around the following product lines: SKF DuoFlex centralized dual line systems typically used for applications with a large number of lube points, long lines and rough operating conditions. These conditions are typically found in coking plants, steel plants, continuous casting plants, hot and cold rolling mills, finishing lines, strip mining, and cement factories. SKF’s CircOil systems which use circulating oil to not only lubricate but also to cool highly stressed bearings as seen in pulp & paper and heavy industry. SKF’s Oil+Air Lube systems which are designed primarily for high speed bearings, chains and special applications in the steel industry. Finally, SKF’s LubriLean Minimal Quantity Lubrication Systems, which provide oil droplets finely dispersed in an air stream between the tool and work piece for applications such as milling, rolling, form cutting, drilling, boring, and tapping.”

According to Mr. Len Shpeley, Ontario District Manager - SKF Lubrication Systems; “Over the last 35 years, FLO Components has and continues to set the standard for what a Lubrication Systems House should be. We look forward to seeing this same level of professionalism, commitment and expertise applied to the SKF Brand Lubrication Products platform.”

FLO Components Ltd. is a lubrication systems specialist and a leading supplier of “Total Lube Solutions” to major industrial manufacturers, food and beverage, trucking, mining, construction and road building companies and other heavy equipment users in Ontario. For more information, call us: 1-800-668-5458, e-mail us: sales@flocomponents.com, visit our web site: www.flocomponents.com.