

# SUPPLIERS' TIPS

## What do people often forget to consider when buying mechanical conveying equipment?

People often forget to consider maintenance issues. Very often a corporate buyer or engineer purchases the equipment, and they seldom concern themselves with buying a system that's maintenance friendly. Many things can be designed into a conveyor that makes it easier and cheaper to maintain, but bottom dollar price is frequently the deciding factor.

*Todd Sparrow, sales manager,  
Rapac Corp., 218-483-3344*

Often, the equipment's full life-cycle cost isn't carefully estimated or considered. A piece of conveying equipment's total cost should include estimated frequency of repair or maintenance, the equipment's life expectancy, unanticipated equipment failure downtime, and any adverse effects the conveying action may have on the material being conveyed.

*Jay Sullivan, president, Triple/S  
Dynamics, 214-828-8600*

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*Each month, we ask suppliers a question of concern to our readers. Answers reflect the suppliers' general expertise and don't promote the suppliers' equipment. If you have a question you'd like to have suppliers answer, send it to Jamie Nashban, associate editor, Powder and Bulk Engineering, 1300 East 66th Street, Minneapolis, MN 55423; fax 612-866-1939, [jnashban@cscpub.com](mailto:jnashban@cscpub.com).*

When selecting drive units — gearboxes and motors — for your mechanical conveying equipment, it's important to select the proper unit size for your application (also referred to as the *service factor*). To determine the correct service factor you must consider the number of hours of operation per day, uniform load or shock load, number of cycles per hour or minute, industry type, and whether or not it's a reversing application.

*Sam Green, regional sales  
manager, Hyatt TSC Reducers,  
905-643-3474*

An analytical data sheet of how the equipment will operate is an important thing to obtain when purchasing conveying equipment. This sheet should factor in the minimum and maximum loads the conveyor will transport, the material's bulk density, and the environment where the equipment will be used.

Also, keep in mind that there are several types of vibratory conveyor designs, including brute force, crank, two mass, and natural frequency. Each conveyor type has limitations with respect to the application it will be used in, and they vary greatly in price.

*John Zarycki, product manager  
and engineer, Renold,  
716-326-8256*

People most often fail to consider overall maintenance requirements and how they will affect the system's operation.

*Richard W. Ambs, mechanical  
systems division manager, The  
Young Industries, 570-546-3165*