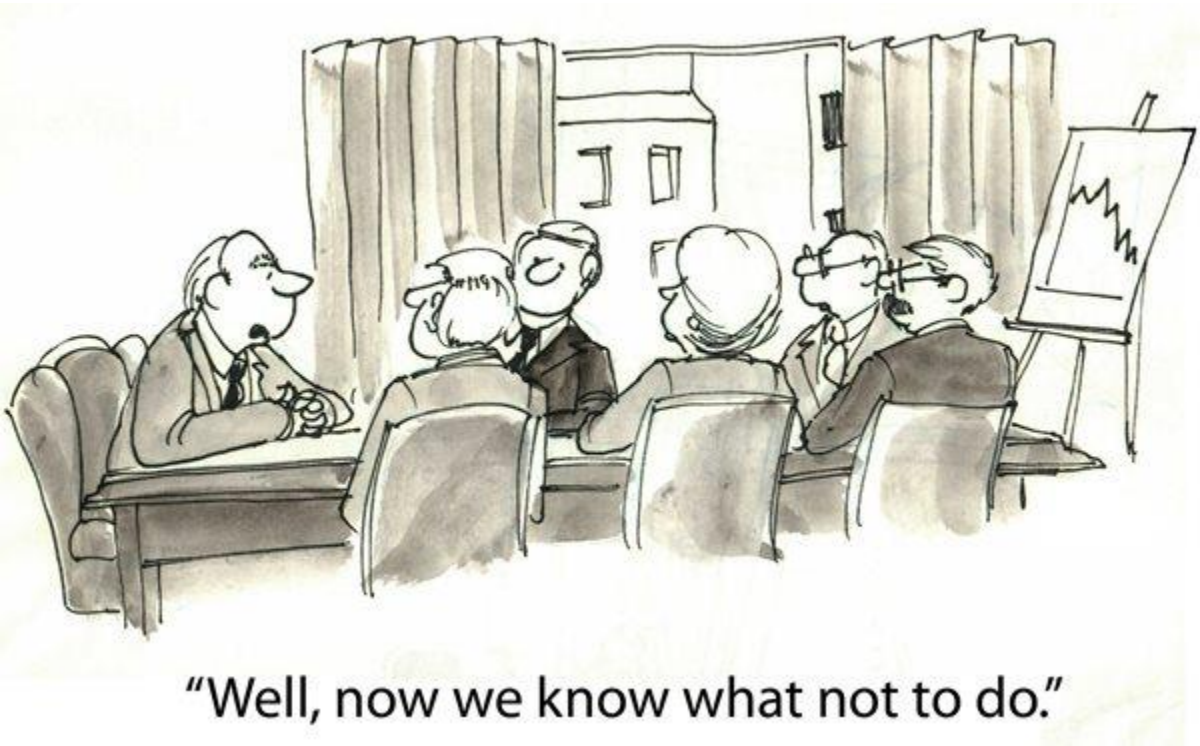
How not to mess up when buying a trim system



What are some of the common mistakes made by companies when purchasing a trim collection system? Gregg Puhl explains how to avoid the ten most common errors.

1. Transactional focus. Viewing the purchase of a trim system as a one-time transaction to be completed at the lowest possible cost is a recipe for future headaches. Choosing a vendor is the beginning of a long-term relationship that will pay off when the system needs repairs or service.

2. Buying on price alone. Low quotes may be missing critical components or may be submitted by inexperienced vendors who lack the ability to service your system. Always look at what's not included in a quote. "We often replace relatively new systems installed by local HVAC or sheet metal shops that left out the components that enable systems to withstand the demands of the production process," says Puhl.

3. Choosing a vendor with little or no industry experience. The best vendors will have experience in your particular industry.

4. Ignoring potential expansion. When company executives ask vendors to install systems to accommodate current capacity, they often regret it later when production levels change. Always

design systems with expansion in mind.

5. Greenfield chaos. Printers absorbed in the process of selecting production equipment may overlook trim system considerations. Including a qualified air system vendor in your Greenfield project planning team will help you optimize production layouts, size utilities properly and maximize energy efficiency.

6. Overlooking safety. Manufacturers in cost-control mode may be tempted to ask vendors to scrimp on safety. "If you don't build safety into your system today, you may end up paying far more in fines and workers' compensation costs tomorrow," advises Puhl. No system should be without OSHA-compliant access, guarding and platforms.

7. "Booting" in ductwork. Manufacturers will often attempt to expand at-capacity trim systems by cutting duct drops into trunk lines. In addition to causing plugs and downtime, booting reduces the overall efficiency of the system and increases energy costs.

8. Improper duct sizing. When making new drops, inexperienced vendors or companies attempting the do-it-yourself approach may choose the wrong duct diameters, which can lead to plugged systems and additional power consumption. "Our crews get calls to repair systems where leftover duct fittings and blast gates were installed even though they were the wrong size for the system," adds Puhl.

9. Installing without a master plan. Planning gives you the ability to place machines with relatively similar utilization on the same system, which saves both horsepower and energy dollars.

10. Operating without a backup plan. Keeping spare components like baler cylinders, fan wheels, bearings, and shafts for material handling blowers on hand helps crews avoid equipment shutdowns that halt production and reduce baled waste revenue. Adding diverting capability is always a good move because it frees maintenance crews to complete repairs during straight-time hours with parts shipped at least cost instead of airfreight.

Questions? For more information, give G.F. Puhl a call at 615.230.9500 or email us at sales@gfpuhl.com.