



## TEN THINGS TO CONSIDER WHEN INVESTING IN CONVEYING TECHNOLOGY

Preparation is key to ensuring a return on your investment when procuring new equipment. Here, Conveyor Technology recommends ten things to consider before you make that all-important purchase.

1. Ensure you have a comprehensive understanding of your products and the manufacturing process. Experienced materials handling specialists are likely to ask detailed questions about your production environment, so that they can obtain an in-depth understanding of your business and subsequently devise the best-fit conveying solution.
2. Prepare a list of essential and desirable criteria that you would like the conveying equipment supplier to fulfil. Involve varied personnel in this process, from operatives on your shop floor, to the factory manager and members of the board. Remain focused on these requirements when liaising with potential equipment suppliers and do not be swayed by sales pitches that do not truly fulfil your needs.
3. A 'one size fits all' approach is no longer acceptable in any area of business. So, when it comes to conveying technology, ensure the supplier can develop a bespoke solution tailored not only to your industry, but also the production requirements of your specific organisation. The benefits of this 'custom-made' approach are further heightened when the supplier can provide a multi-stage service including as many, or as few, elements as you require, e.g. equipment design, fabrication, installation and after sales.
4. Do not just assess the cost of the equipment in terms of initial capital outlay. It is important to also factor in ongoing maintenance costs, likely equipment uptime, the cost of replacement parts, and the longevity of the technology. This will all contribute to your payback period/the speed with which you'll see a return on your investment.
5. Look for technology with clear reliability, quality and safety features. This will ensure your production facility is profitable and compliant, plus the wellbeing of your staff will be protected.
6. Flexible equipment that can be adapted to suit evolving manufacturing practices will future-proof your production line as demands change and minimise additional expenditure.
7. The more knowledgeable materials handling specialists will integrate preventative maintenance features into their technology, minimising your operational downtime and ensuring maintenance costs are minimal. Look for ease of maintenance procedures, where up-keep is required.

8. Ask the supplier if service and maintenance packages are available, and ensure these are flexible enough to meet your needs and budget. Even the most robust conveying technologies require periodic inspection to ensure they are working to optimum standards, and you will undoubtedly benefit from the knowledge of the people who built the technology in the first place.
9. Consider the supplier's experience in what is a very specialist field. Where possible, ask to speak to existing customers or ask for examples of projects executed to date, to assess the true quality of product and service offered.
10. Carry out due diligence. Ensure the supplier has a well-established business that is likely to continue trading for the foreseeable future. You never know what future requirements you may have, so you need peace of mind that the company will still exist in years to come.