



CONSIDERATIONS IN PURCHASING AUTOMATED DISPENSE EQUIPMENT

Purchasing mater/mix/dispense equipment usually represents a major investment and it is worth while to spend some time in considering the overall process at hand, how the equipment will be implemented and the possibilities of future changes in the product line. One critical process consideration would be the manpower required to run the system in production. In some cases, if the process is too fast, it will require two people to run it but the total output may be less than the two people might produce individually, thereby negating the planned savings in labour. The following suggestions are based on our experience as a material supplier, having dealt with both problems and successes.

The following are the suggested steps and considerations in this process:

1. Select the material supplier for the Epoxy or Urethane compound.
2. Select the equipment supplier and describe the intended application in detail. Obtain any pertinent information regarding the general limitations of the equipment if any.
3. Discuss the material requirements with the formulator and be certain to indicate that the product is to be dispensed using automated equipment. This is extremely important from the formulating stand point. The formulation to be used can be selected or developed to favour the equipment by;
 - I. Selecting or formulating products that incorporate "non-abrasive" fillers.
 - II. Selecting or formulating products with the desired pot life or gel time.
 - III. Selecting or formulating products that include resin and hardener components that are easily mixed together.
 - IV. Selecting or formulating material components to yield the best viscosity.
 - V. Selecting or developing a material with the most suitable mix ratio.
4. Test and approve the material in terms of performance. Get all the necessary material modifications completed and prototype parts tested and approved.
5. Allow the formulator and the equipment manufacturer to work together in developing the complete system.
6. Arrange for an extensive trial run at the premises of the equipment manufacturer utilizing the finalized material. This is important since minor problems are easily corrected in house without the requirement for service calls and possibly having to ship components to the installation site. We recommend at least a full day's uninterrupted production for final approval to delivery.
7. **Arrange for training the maintenance personnel so that they are fully aware of the critical maintenance items and trouble shooting procedures.**
8. Order and stock the recommended spare parts. The equipment supplier can recommend a list of parts to keep on hand.

NOTES:

It is critical to have the equipment and material supplier work together from the start of the project. This will permit minor adjustments prior to final installation. It is always more difficult to schedule travel in order to correct problems at the installation site.

Short trial runs, prior to equipment delivery, may not show all the potential problems. Our suggestion is a full day **uninterrupted** production.

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