

What to Look for in a Trim System Vendor



When you're evaluating bids for the design and installation of a trim collection system, what you don't know can hurt you. It can also cost you. Being an informed buyer can make all the difference.

How can you become a more informed buyer? Ask the vendors in the running for your project to answer the following questions.

Design

- How many systems have you installed in plants similar to mine?
- How much access will I have to the engineering drawings of the system you are designing for my facility? Will I be able to view the drawings online? How will I be kept up to date on revisions?
- What level of detail do engineering drawings of my system include?
- How much will you be involved in the process of applying for and securing the required building permits from local and state authorities?

Manufacturing

- Which subcontractors will be building/fabricating the components?
- What are the qualifications of the vendors?
- What is your quality policy?

Installation

- How many trim collection systems has my installation crew installed in plants like mine?
- Are installers on your payroll or do you use subcontracted help?
- Describe the training your installation crews receive?

Commissioning

- What kind of training do operators receive?
- What kind of system documentation will I receive?
- What guarantees and warranties do you and/or your subcontractors provide for each component in the system?
- Describe your company's guarantee that the entire system will function as promised. What remedies does your company offer if the system does not perform as promised?

Service

- What kind of post-installation support do you offer?
- Explain your emergency service policy. What kind of response time do you guarantee?
- Who performs your on-site service?
- What kind of remote monitoring service do you offer?
- What kind of remote troubleshooting service do you offer?
- How quickly can you retrieve information about the system in my plant in order to diagnose a problem?

Questions about your air-conveyed scrap collection system? Just give us a call at 615.230.9500 or email us at sales@gfpuhl.com.