

# CONVEYOR E-NEWSLETTER

THIS ISSUE SPONSORED BY  
HYTROL CONVEYOR COMPANY

Hytrol Conveyor and their Solution Providers began the roll-out of their E-commerce initiative. The most popular "out of the crate" conveyors and replacement parts are offered for sale in the Online Conveyor Stores. Shoppers can pick a Packaged Solution or custom build a piece of equipment to suit their application. Every sale comes with the added benefit of Fanatical Support from the expertly trained local staff. Whether the shopper is looking to purchase a conveyor online or needs assistance with an integrated conveyor system, the Hytrol Solutions Providers are ready to offer their expert advice. Browse to <http://www.hytrol.com> to find a Solution Provider near you.

HYTROL CONVEYOR COMPANY, INC.  
2020 HYTROL DRIVE  
JONESBORO, AR 72401  
P: 870-935-3700  
F: 870-931-1877

WEB SITE ADDRESS:  
[WWW.HYTROL.COM/CAHNERS](http://WWW.HYTROL.COM/CAHNERS)

THIS ISSUE PRESENTED BY  
FLOSTOR ENGINEERING

FloStor is the leading Hytrol Solutions Provider on the West Coast. FloStor offers next-day shipping on 50 conveyor models in over 2500 sizes from their California Stockyard.



FloStor Engineering, Inc.  
3366 Enterprise Avenue  
Hayward, CA 94545

P: 510-265-6700  
F: 510-785-7463

Web Site Address:  
[www.flostor.com](http://www.flostor.com)

**MODERN**  
Materials Handling  
SOLUTIONS FOR SUPPLY CHAIN PROFESSIONALS

## Ten questions to consider before starting your new conveyor project

Proper planning with a distributor/integrator can make that new conveyor system hum

Every success has a definable beginning. Successful conveyor projects are no different. They result from a planning partnership between the customer and the distributor/integrator. Working together, a project plan is developed that considers a number of factors well before the first section of conveyor is ordered.

Gary Ashley, president of Conveyors & Drives in Atlanta says he begins all new projects by first asking his clients about their businesses and the kinds of products they intend to move.

"If we can sit down and come up with answers, it will help us to know if a customer is a candidate for a conveyor," he says. "A lot has to do with the size and the scope of the facility, and also the product to be moved." Such information is essential before embarking on any project. Here are some key points you should consider with your distributor/integrator:

### What business are you in?

Ashley says this helps to define the type of systems needed. Is the conveyor to be used in manufacturing, warehousing, or distribution? The business you are in will have an impact on the suitability of various types of conveyors.

### What are the goals of the system?

Do you want to save labor, improve efficiencies, speed throughput, increase capacities, improve ergonomics, reduce carton damage, or all of the above?

### Does a conveyor fill your handling needs?

Depending on the product being moved,

would a lift truck or guided vehicle system be more efficient and cost effective for your materials handling needs?

### What are the products that you wish to convey?

Different products require different types of conveyors. For instance, there is a big difference between handling cartons and bulk products such as flour or seeds. And some items simply are not conveyable. They might be too heavy, or may be too long to make turns. They may contain legs or other protrusions that do not permit them to ride comfortably upon a belt. Ashley says that often these problems can be overcome if the client is willing to be flexible. For instance, an awkward product can be placed in a tote or upon a slipsheet. Ashley recommends waiting on the purchase of totes or pallets until after selecting the conveyor, as products already in-house may not be compatible.

### Is the system for a new or existing facility?

It is much easier to design and install a conveyor in a new facility than to squeeze it into an existing space. Also, if in an existing building, it must be known if the installation is to be completed while the facility is operating.

### What is the size of the project?

Is this a major project or small job? Are other materials handling products to be installed concurrently? What is the timetable to finish it?

### What is the budget for the project?

Is there a solid budget already approved to complete the work, or is the contact with a distributor simply an expedition to see what a system would cost? Ashley says that clients often do not realize what is involved with a system. It is usually better to first

# CONVEYOR E-NEWSLETTER

THIS ISSUE SPONSORED BY  
HYTROL CONVEYOR COMPANY

Hytrol Conveyor and their Solution Providers began the roll-out of their E-commerce initiative. The most popular "out of the crate" conveyors and replacement parts are offered for sale in the Online Conveyor Stores. Shoppers can pick a Packaged Solution or custom build a piece of equipment to suit their application. Every sale comes with the added benefit of Fanatical Support from the expertly trained local staff. Whether the shopper is looking to purchase a conveyor online or needs assistance with an integrated conveyor system, the Hytrol Solutions Providers are ready to offer their expert advice. Browse to <http://www.hytrol.com> to find a Solution Provider near you.

HYTROL CONVEYOR COMPANY, INC.  
2020 HYTROL DRIVE  
JONESBORO, AR 72401  
P: 870-935-3700  
F: 870-931-1877

WEB SITE ADDRESS:  
[WWW.HYTROL.COM/CAHNERS](http://WWW.HYTROL.COM/CAHNERS)

THIS ISSUE PRESENTED BY  
FLOSTOR ENGINEERING

FloStor is the leading Hytrol Solutions Provider on the West Coast. FloStor offers next-day shipping on 50 conveyor models in over 2500 sizes from their California Stockyard.



FloStor Engineering, Inc.  
3366 Enterprise Avenue  
Hayward, CA 94545

P: 510-265-6700  
F: 510-785-7463

Web Site Address:  
[www.flostor.com](http://www.flostor.com)

define what there is to spend, rather than bringing a wish list to the distributor. A client cannot buy a Mercedes on a Yugo budget.

"We also ask clients if they are looking for us to give them a budget figure or a firm figure," adds Ashley.

### Has any preliminary work been done?

This question helps to define the current state of the project. Has anyone conceptualized the full scope of the project? Have any preliminary drawings been made in-house before bringing it to the distributor/integrator?

### How will the conveyor system fit into the overall design?

Often this requires a consultant or designer who can conceptualize the plan as a whole. This person must possess the expertise to help the client obtain the desired throughputs and efficiencies without creating bottlenecks or choking the systems before and after the conveyor.

Ashley adds that some clients want to re-use old equipment or install used gear to save money. Sometimes this approach works; other times it ends up costing more.

### Is the job a turnkey project? Who will be responsible for installation?

Distributors are often better equipped to provide the installation services.

"Conveyor systems are getting more and more sophisticated," says Ashley. "Some people think they can save money by having someone else install it. That does not always work, and will cause trouble down the road if not installed properly."

When all these factors have been considered, a plan for the project can be created. Then the fun begins as actual equipment is selected. We will cover that in next month's conveyor newsletter.

