



# Aftermarket Parts

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KELLY J. TEBON

AFTERMARKET SALES MANAGER

# Agenda

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- ✓ The benefits of promoting & selling parts
- ✓ Spares Quoting
- ✓ Service Parts Kits
- ✓ Parts Reminder Program
- ✓ Replacement Belts
- ✓ FlexMove Chain



# Benefits of Promoting & Selling Parts

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- ✓ Keeping your customer in production
- ✓ Providing more value than the MRO
- ✓ Helping extend the life of your customer's conveyor
- ✓ Confidence knowing your customer has the correct parts on-hand
- ✓ Helps eliminate excessive expedite and freight charges
- ✓ Overall customer satisfaction
- ✓ Revenue source

# Spares Quoting

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- The goal should be to quote service parts with every conveyor quote
- Currently working with IT to produce a separate quote for spare parts in DTools when using email quote function
  - Reduce confusion if included with price of conveyor
  - Allows you to send the quote to whomever handles parts procurement
  - Insures parts won't be overlooked
- Working to add list prices to all active P/N's in DTools
- Orange Team / L3 critical spares quotes come with 15% disc. when ordering 100% and within 45 days of conveyor shipping

# Service Parts Kit Details

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Level 1 – Belt & Spindle Kit w/ Drive Shaft

Level 2 – Belt & Spindle Kit w/ Drive Shaft + Idler Spindle Kit

- Both kit levels come with a 5% discount off list price for all customers
- Modifications to the kits is not an option
- Accessible through DTools

## Launch Schedule:

2200 Series

- Belted, Modular Belt (MB), Low Profile Z-Frame (LPZ) – Launched
- Precision Move (PM) - TBD


3200 Series – Tentatively March 1st


7x Series – TBD





# DPricer

Quantity	Product	Unit Price	Extended Price	Lead Time (Days)
1	2200 Belted Conveyor Package		<b>\$3,045.00</b>	
1	<b>22EDM02-040015B010105-XBK00</b> 2200 Series end drive conveyor with manual tracking cams, 1.75in (44mm) wide x 4.00ft (1219mm) long, drive shaft in position B with type 01 - low side profile on both sides and belt type 05, Accumulation with fused finger splice. Configuration includes standard drive and nose bar 0.62in (16mm) diameter idler tail and mounting brackets. Tail corner location T2 has a keyed auxiliary shaft. Uncrated weight = 10lb (5kg).	<b>\$1,215.00 ea.</b>		5
1	<b>22MBPL02B-2828</b> 2200 Series Light Load parallel shaft gearmotor bottom mount package for a end drive conveyor, mounted in the B position, 28:28 pulley ratio. Uncrated weight = 5lb (2kg).	<b>\$306.00 ea.</b>		3
1	<b>62M036PL423EN</b> Light load parallel shaft gearmotor VFD Variable Speed gearmotor, .03 Hp (.02kw), 230 volt, 3 phase, 10-60 Hz, 42 RPM, providing a belt speed of 2 - 15 ft/min (0.6 - 4.6 m/min). Order variable speed controller separately. Uncrated weight = 6lb (3kg).	<b>\$349.00 ea.</b>		1
1	<b>22MV1106B</b> Variable speed VFD controller, NEMA 1 enclosure, non-reversing, 115V, 1 phase, 60 Hz input, 230VAC output, 2.2 amp. Uncrated weight = 4lb (2kg).	<b>\$593.00 ea.</b>		1
2	<b>39MAH12-3048F</b> Adjustable Height Stand with fixed foot pads for up to a 12in (305mm) wide conveyor. Stand is adjustable from 30in (762mm) to 48in (1219mm). Stand has a base width of 13.5in (343mm). Uncrated weight = 29lb (13kg). Required stand height is 35.1in (892mm).	<b>\$214.00 ea.</b>		3
2	<b>39MB-TT</b> Diagonal bracing for H style stands over 30in (762mm) tall.	<b>\$77.00 ea.</b>		3

Notes 

Recommended Service Parts / Kits 

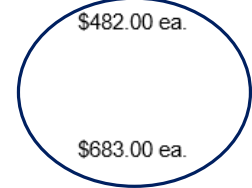
Package Selections 

Modify 

# DPricer

Bundle Priced Service Part Kit Options		*Not included in quote total	
Qty	Part Number / Description	Unit Price	Lead Time (Business Days)
1	SPK1-027223 Level 1 Kit Includes (1) 22-020400/05 Replacement belt for a 2200 Series end drive conveyor with manual tracking cams, 1.75in (44mm) wide x 4.00ft (1219mm) long with 05 Accumulation with fused finger splice. Uncrated weight = 0lb (0kg). For 22EDM02-040015B010105-XBK00. (1) 22V2FK-02 Fixed End V-Guided Spindle Kit, With Drive Shaft, Keyed Auxiliary Shaft. For 22EDM02-040015B010105-XBK00.	\$482.00 ea.	3
1	SPK2-027224 Level 2 Kit Includes (1) 22-020400/05 Replacement belt for a 2200 Series end drive conveyor with manual tracking cams, 1.75in (44mm) wide x 4.00ft (1219mm) long with 05 Accumulation with fused finger splice. Uncrated weight = 0lb (0kg). For 22EDM02-040015B010105-XBK00. (1) 22V2H-02 Tension/Idler High Speed Nosebar, Bearing Kit. For 22EDM02-040015B010105-XBK00. (1) 22V2FK-02 Fixed End V-Guided Spindle Kit, With Drive Shaft, Keyed Auxiliary Shaft. For 22EDM02-040015B010105-XBK00.	\$683.00 ea.	3
Additional spare parts to consider		*Not included in quote total	
Qty	Part Number / Description	Unit Price	Lead Time (Business Days)
1	814-105 Belt, timing, bottom and top drive, 460mm long. For 22MBPL02B-2828.	\$23.50 ea.	1

Discounted Price Shown



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See Distributor Portal – Resources for instructions to configure Service Parts Kits (SPKs) for existing conveyors

# Parts Reminder Program

Just like the oil change sticker on your car, we need to remind customers to replace their conveyor parts before it's too late. Thus, Dorner has developed a parts reminder program:

- Dorner to provide your 3 YR conveyor purchase history that includes:
  - Total sales by ship-to customer so you can focus your efforts on the accounts with the larger potential
  - Ship-to and conveyor details so that you can build the recommended service parts quote in DTools
- Letter template to quote the recommended service parts
- Send an email to [kelly.tebon@dorner.com](mailto:kelly.tebon@dorner.com) if you have interest

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**DORNER** 

Date  
Attn: Name  
Title  
Company  
Phone  
Email

Reference: Recommended Service Parts for Conveyor PN XXXX

On behalf of (insert distributor name) and Dorner Mfg. Corp., we would like to thank you for using Dorner conveyors. To help insure your conveyors experience zero or minimal unplanned downtime resulting in lost production time dollars, we suggest being proactive and replacing or stocking critical service replacement parts.

Here's a list of the recommended service replacement parts for your conveyor:

(Copy and paste recommended service parts from the DTools excel output – example below)

Qty	Part Number	Description	Unit Price	EA	Lead Time (Days)
1	SPK1-091414	Level 1 Kit Includes	\$ 760.00	EA	3
<small>(1) 22-040800/56V Replacement belt for a 2200 Series end drive conveyor with V-guide belt tracking, 3.75in (95mm) wide x 8.00R (2438mm) long with 56 Cut Resistant with fused finger splice. Uncrated weight = 2lb (1kg). For 22EDM04-080020C010156. (1) 22V2FO-04 Fixed End V-Guided Spindle Kit, With Drive Shaft. For 22EDM04-080020C010156.</small>					
1	SPK2-091415	Level 2 Kit Includes	\$ 968.00	EA	3
<small>(1) 22-040800/56V Replacement belt for a 2200 Series end drive conveyor with V-guide belt tracking, 3.75in (95mm) wide x 8.00R (2438mm) long with 56 Cut Resistant with fused finger splice. Uncrated weight = 2lb (1kg). For 22EDM04-080020C010156. (1) 22V2TO-04 Tension/Idler Spindle Kit. For 22EDM04-080020C010156. (1) 22V2FO-04 Fixed End V-Guided Spindle Kit, With Drive Shaft. For 22EDM04-080020C010156.</small>					

Please feel free to contact us if you have any questions, need additional parts quoted or are in need of a quote for a new Dorner conveyor.

Sincerely,

Name  
Title  
Company  
Phone  
Email


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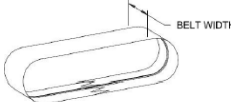
Dorner  
P.O. Box 20 • 975 Cottonwood Ave. • Harland, WI 53029-0020 U.S.A.  
PH: (262) 367-7600 • (800) 397-8664 • FX: (262) 367-3243 • [www.dorner.com](http://www.dorner.com) • [info@dorner.com](mailto:info@dorner.com)



# Replacement Belts

- Dorner manufactures over 30K belts annually
- 75% of the fabric belts we sell are inventoried onsite, just needing to be cut and spliced together for quick turnaround
- Orders received by 12:00 PM typically ship the same day
- Non-Dorner Fabric Belts
  - Match competitor quote within last 30 days **less 15%**
  - Form available on the Distributor Portal under *Resources*
  - Send submissions to [kelly.tebon@dorner.com](mailto:kelly.tebon@dorner.com)

**DORNER**  **NON-DORNER BELT TEMPLATE**



FILL IN DIMENSIONS AND DETAILS BELOW, AND CIRCLE SPECIFIC ATTRIBUTES

**BELT DIMENSIONS, SPLICE & V-GUIDE**

WIDTH = \_\_\_\_\_ INCHES OR MILLIMETERS  
WIDTH TOLERANCE: PLUS OR MINUS, PLUS / NOTHING MINUS TOLERANCE / MINUS NOTHING PLUS TOLERANCE

LENGTH = \_\_\_\_\_ INCHES OR MILLIMETERS  
LENGTH TOLERANCE: PLUS OR MINUS, PLUS / NOTHING MINUS TOLERANCE / MINUS NOTHING PLUS TOLERANCE

BELT SPLICE: FINGER SPLICE / STAINLESS STEEL CLIPPER / PLASTIC CLIPPER

V-GUIDE: DORNER V-GUIDE CENTERED ON BOTTOM / NO V-GUIDE

**BELT MATERIAL DETAILS**

TOP SURFACE TEXTURE: FABRIC / MATTE / SMOOTH / GLOSSY / DIMPLED / LONGITUDINALLY GROOVED / ROUGHTOP

TOP SURFACE MATERIAL: POLYURETHANE / PVC / POLYOLEFIN / POLYESTER / SILICONE

TOP SURFACE FRICTION: VERY LOW, LOW, MEDIUM, HIGH, VERY HIGH

ELECTROSTATIC PROPERTIES: NON CONDUCTIVE; ANTISTATIC; STATIC DISSIPATIVE; CONDUCTIVE

TOP SURFACE COLOR DESIRED: \_\_\_\_\_

BELT THICKNESS DESIRED: \_\_\_\_\_

**CONVEYOR DETAILS**

PULLEY DIAMETER(S): \_\_\_\_\_ INCHES OR MILLIMETERS

PULLEY CONFIGURATION: TWO END PULLEYS, OR INCLUDE SKETCH OF OTHER CONFIGURATION

**APPLICATION DETAILS**

PRODUCT TEMPERATURE: \_\_\_\_\_ AMBIENT TEMPERATURE: \_\_\_\_\_ FAHRENHEIT OR CELSIUS

SANITARY FOOD APPLICATION: YES / NO / PACKAGED FOOD

CHEMICALS PRESENT (INCLUDE CUTTING FLUIDS): \_\_\_\_\_

OTHER APPLICATION DETAILS: \_\_\_\_\_

# Replacement Belts November Promotion

**Promotion:** Buy One, Get One 1/2 Off Belt

**Includes:** Fabric belts only

**Exclusions:** ETO, plastic chain, FlexMove chain products and/or wire belt

**Requirements:** Must reference promo code BLTNOV18 when ordering

**Promo Period:** November 1st – 30th, 2018

**Details:**

- 1/2 off discount will be applied to lower priced belt
- Discount will not be applied to any orders received after Nov 30, 2018.
- Max. of (6) Buy One, Get One 1/2 off discounts for the same belt purchased by the same channel or customer location

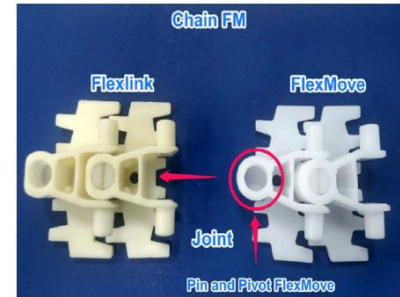


**November 2018:**  
**Fabric Belts**  
**Buy 1 Get 1 Half-Off**

**November BOGO 1/2 Off promo code:**  
**BLTNOV18**

Promo code must be mentioned at time of purchase for discount to apply.

# FlexMove Chain – Aftermarket Sales



Dorner FlexMove Part No	Description	UOM	QOM	FlexLink Part No	Compatibility Remarks	FlexMove Pricing	FlexLink Pricing	Dorner Estimated Lead Time (Bus. Days)
<b>Conveyor System, Model FK (44mm) Pitch : 25.4mm</b>								
FKCB-3	Conveyor beam, 3meter/length	3m	1	XSCB 3	100%	\$105.50	\$285.57	3-5
FKPC-5	Standard plain chain, 5meter/roll	5m	1	XSTP 5	100%	\$228.70	\$593.79	3-5
<b>Conveyor System, Model FS (63mm) Pitch : 25.4mm</b>								
FSCB-3	Conveyor beam, 3meter/length	3m	1	XLCB 3	100%	\$109.50	\$445.82	3-5
FSPC-5	Standard plain chain, 5meter/roll	5m	1	XLTP 5	100%	\$213.30	\$537.84	3-5
<b>Conveyor System Model FM (83mm) Pitch : 33.5mm</b>								
FMCB-3	Conveyor beam, 3meter/length	3m	1	XMCB 3	100%	\$119.80	\$506.83	3-5
FMPC-5	Standard plain chain, 5meter/roll	5m	1	XMTP 5	100%	\$240.50	\$668.08	3-5
<b>Conveyor System Model FC (103mm) Pitch: 35.5mm</b>								
FCCB-3	Conveyor beam, 3meter/length	3m	1	XHCB 3	100%	\$156.80	\$535.02	3-5
FCPC-5	Standard plain chain, 5meter/roll	5m	1	XHTP 5	100%	\$331.30	\$785.30	3-5

# Thank you!

Any questions, contact:  
Kelly J. Tebon  
Aftermarket Sales Manager  
[kelly.tebon@dorner.com](mailto:kelly.tebon@dorner.com)

