



Aftermarket Sales & Parts Kits

KELLY J. TEBON

AFTERMARKET SALES MANAGER

Benefits of Promoting & Selling Parts

- ✓ Keeping the customer in production
- ✓ Value add to the customer
- ✓ Providing more value than the MRO
- ✓ Revenue source
- ✓ Overall customer satisfaction

Kit Details

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





DPricer

Quantity	Product	Unit Price	Extended Price	Lead Time (Days)
1	2200 Belted Conveyor Package		\$3,045.00	
1	22EDM02-040015B010105-XBK00 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).	\$1,215.00 ea.		5
1	22MBPL02B-2828 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).	\$306.00 ea.		3
1	62M036PL423EN 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).	\$349.00 ea.		1
1	22MV1106B Variable speed VFD controller, NEMA 1 enclosure, non-reversing, 115V, 1 phase, 60 Hz input, 230VAC output, 2.2 amp. Uncrated weight = 4lb (2kg).	\$593.00 ea.		1
2	39MAH12-3048F 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).	\$214.00 ea.		3
2	39MB-TT Diagonal bracing for H style stands over 30in (762mm) tall.	\$77.00 ea.		3

Notes 

Recommended Service Parts / Kits  

Package Selections  

DPricer

Bundle Priced Service Part Kit Options *Not included in quote total

Qty	Part Number / Description
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.
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.

Discounted Price Shown

Unit Price	Lead Time (Business Days)
\$482.00 ea.	3
\$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

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SPKs for Existing Conveyors

The screenshot shows the DORNER web application interface. The navigation menu includes: Tools, Home, New Quote, Add Products, Quote By Part Number, Quote In Process, and Quotes (highlighted). The user is logged in as Kelly Tebon (kelly.tebon@dorner.com). The main heading is 'QUOTES' with a note: 'Note: Only the last 60 days of Quotes are available'. A dropdown menu is set to 'Select...'. A modal window is open for searching quotes, with the following fields: User Quote Number, User Package Name, Part Number (22EDM06-140445A040405), Last Name, Company, From (5/1/2016), To (7/5/2018), and Search. Below the search form is a table of results with columns: Name, Quote Number, Company, State, Add Date, and Tool. The table contains two rows of data, both for Kelly Tebon at Dorner (none) in WI, with add dates of 6/29/2018. Annotations include 'Enter PN' pointing to the Part Number field and 'Select Previous Quote' pointing to the '< Load' buttons in the table.

Enter PN →

Select Previous Quote →

Name	Quote Number	Company	State	Add Date	Tool
Kelly Tebon	20180629083743	Dorner (none)	WI	6/29/2018	Quote
Kelly Tebon	20180629125353	Dorner (none)	WI	6/29/2018	Quote

QUOTES

Note: Only the last 60 days of Quotes are available

Select **Copy And Modify** →

Select Copy And Modify

User Number Created **2018-06-29 7:53 GMT-0500**

User Short Description **Save**

DTools Quote Number: **153428**





Quantity	Product	Unit Price	Extended Price	Lead Time (Days)
1	2200 Belted Conveyor 22EDM06-140445A040405 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long, drive shaft in position A with type 04 - 3in (76mm) bolt-on aluminum high 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. Uncrated weight = 55lb (25kg).	\$2,837.00 ea.	\$2,837.00	3

Notes 

Recommended Service Parts / Kits 

Package Selections 

QUOTE IN PROCESS

Quantity	Product	Unit Price	Extended Price	Lead Time (Days)
<input type="text" value="1"/>	<input type="text" value="2200 Belted Conveyor"/>		\$2,837.00	
1	<p>22EDM06-140445A040405</p> <p>2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long, drive shaft in position A with type 04 - 3in (76mm) bolt-on aluminum high 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. Uncrated weight = 55lb (25kg).</p> <p>Notes </p> <p>Recommended Service Parts / Kits </p> <p>Package Selections  Modify </p> <p>Copy Remove</p>	\$2,837.00 ea.	3	

Select Modify

Select Include
Brackets



Select Belt Tracking Type:

V-Guided Belt



Select Conveyor Belt Width:

6in (152mm)



Select Conveyor Length:

14ft 0.48in (4279mm)



Select Conveyor Profile:

04 - 3in (76mm) Bolt-On Aluminum High Side Profile



Select Belt Category:

Standard Belt Types



Select Belt Type:

05 Accumulation



Include Support Brackets:

Omit Support Brackets and Belt Return Rollers

Select the option above that matches exactly the original option below in grey

Used to mount the conveyor to customer-supplied stands or other surfaces.

Include Support Brackets and Belt Return Rollers
More Info

Omit Support Brackets and Belt Return Rollers
More Info

Omit Support Brackets but include Belt Return Rollers
More Info

Select Conveyor Model End Drive

Is the conveyor intended for use in Europe?
No

Select Loading Option Accumulating

Select Drive Shaft Position A (100% conveyor load capacity)

Select Drive Pulley Type Standard Single Output Shaft Pulley

Select Tensioned Tail Type Nose Bar Transfer Idler Pulley High Speed 5/8in dia.

Select Belt Tracking Type V-Guided Belt

Select Conveyor Belt Width 6in (152mm)

Select Conveyor Length 14ft 0.48in (4279mm)

Select Conveyor Profile 04 - 3in (76mm) Bolt-On Aluminum High Side Profile

Select Belt Category Standard Belt Types

Select Belt Type 05 Accumulation

Include Support Brackets
Omit Support Brackets and Belt Return Rollers

2200 Belted Conveyor

Question	Information	Previous Answers
<p>Configuration is Completed!</p> <p>Replace Original Configuration in Quote In Process →</p> <p>Add this Configuration to Quote In Process →</p> <p>Discard this Configuration →</p>	<p>Product Numbers</p> <p>22EDM06-140445A040405</p>	<p>Select to Change Answer</p> <p>Select Conveyor Model End Drive →</p> <p>Is the conveyor intended for use in Europe? No →</p> <p>Select Loading Option Accumulating →</p> <p>Select Drive Shaft Position A (100% conveyor load capacity) →</p>

Select Add this Configuration

Select Remove to Delete the Original Quote w/o Kits

Quantity	Product	Unit Price	Extended Price	Lead Time (Days)
1	2200 Belted Conveyor		\$2,837.00	
1	22EDM06-140445A040405 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long, drive shaft in position A with type 04 - 3in (76mm) bolt-on aluminum high 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. Uncrated weight = 55lb (25kg).	\$2,837.00 ea.		3
	Notes ⓘ			
	Recommended Service Parts / Kits ⓘ			
	Package Selections ⓘ	Modify ⚙️		
	Copy	Remove		
1	2200 Belted Conveyor		\$2,837.00	
1	22EDM06-140445A040405 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long, drive shaft in position A with type 04 - 3in (76mm) bolt-on aluminum high 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. Uncrated weight = 55lb (25kg).	\$2,837.00 ea.		3
	Notes ⓘ			
	Recommended Service Parts / Kits ⓘ			
	Package Selections ⓘ	Modify ⚙️		
	Copy	Remove		

Select
Recommended
Service Parts
Kits

1	2200 Belted Conveyor	\$2,837.00	
1	22EDM06-140445A040405 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long, drive shaft in position A with type 04 - 3in (76mm) bolt-on aluminum high 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. Uncrated weight = 55lb (25kg).	\$2,837.00 ea.	3
	Notes ⓘ		
	Recommended Service Parts / Kits ⓘ		
	Package Selections ⓘ	Modify ⚙️	
	Copy	Remove	

Quantity	Product	Unit Price	Extended Price	Lead Time (Days)
1	2200 Belted Conveyor		\$2,912.00	

1 **22EDM06-140425A040405** **\$2,912.00 ea.** 3
 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long, drive shaft in position A with type 04 - 3in (76mm) bolt-on aluminum high 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. Uncrated weight = 55lb (25kg).

Notes 

Recommended Service Parts / Kits 

Service Park Kits



Qty	Product	Unit Price	Lead Time (Days)
Service Part Kit Options			
1	SPK1-016285 Level 1 Kit Includes	\$814.00 ea.	3
1	SPK2-016286 Level 2 Kit Includes	\$1,131.00 ea.	3

(1) 22-061404/05VG Replacement belt for a 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long with 05 Accumulation with fused finger splice. Uncrated weight = 3lb (1kg). For 22EDM06-140425A040405. (1) 22V2FO-06 Fixed End V-Guided Spindle Kit, With Drive Shaft. For 22EDM06-140425A040405.

(1) 22-061404/05VG Replacement belt for a 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long with 05 Accumulation with fused finger splice. Uncrated weight = 3lb (1kg). For 22EDM06-140425A040405. (1) 22V2H-06 Tension/Idler High Speed Nosebar, Bearing Kit. For 22EDM06-140425A040405. (1) 22V2FO-06 Fixed End V-Guided Spindle Kit, With Drive Shaft. For 22EDM06-140425A040405.

Package Selections  

Copy Remove

Total **\$2,912.00** Max. Lead Time (Days) **3**

Remove All Update **Create Quote** 

Select Create Quote

Now you are ready to provide the Service Parts Kits quote

Quantity	Product	Unit Price	Extended Price	Lead Time (Days)
1	2200 Belted Conveyor 22EDM06-140425A040405 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long, drive shaft in position A with type 04 - 3in (76mm) bolt-on aluminum high 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. Uncrated weight = 55lb (25kg).	\$2,912.00 ea.	\$2,912.00	3

Notes



Recommended Service Parts / Kits



Qty	Product	Unit Price	Lead Time (Days)
Service Part Kit Options			
1	SPK1-016285 Level 1 Kit Includes (1) 22-061404/05VG Replacement belt for a 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long with 05 Accumulation with fused finger splice. Uncrated weight = 3lb (1kg). For 22EDM06-140425A040405. (1) 22V2FO-06 Fixed End V-Guided Spindle Kit, With Drive Shaft. For 22EDM06-140425A040405.	\$814.00 ea.	3
1	SPK2-016286 Level 2 Kit Includes (1) 22-061404/05VG Replacement belt for a 2200 Series end drive conveyor with V-guide belt tracking, 6in (152mm) wide x 14.04ft (4279mm) long with 05 Accumulation with fused finger splice. Uncrated weight = 3lb (1kg). For 22EDM06-140425A040405. (1) 22V2H-06 Tension\ldler High Speed Nosebar, Bearing Kit. For 22EDM06-140425A040405. (1) 22V2FO-06 Fixed End V-Guided Spindle Kit, With Drive Shaft. For 22EDM06-140425A040405.	\$1,131.00 ea.	3

Package Selections



Total **\$2,912.00** Max. Lead Time (Days) **3**

Export to Excel

Receive via Email

Request Quote for Installation of Equipment Above

Receive CAD Models via Email

Customer Value

- ✓ Less downtime, more uptime
- ✓ Help extend the life of your conveyor
- ✓ Maintain your 10 Year Warranty
- ✓ Confidence knowing the correct parts are on-hand
- ✓ Helps eliminate excessive expedite and freight charges
- ✓ Cost Savings with bundled kit price



Thank you!

