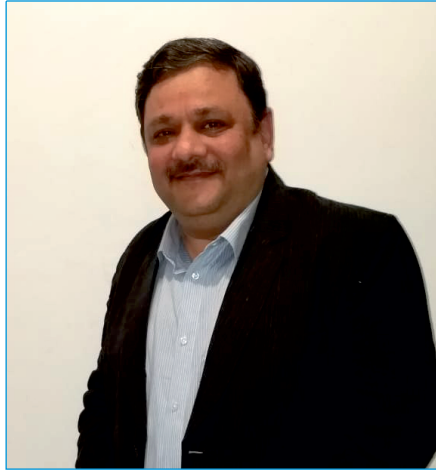


Concept to commissioning of EOT cranes and some basic knowledge to Purchaser to obtain from OEM of EOT crane manufacturer.



Mr. Jaydeep Kachhy - CEO
Hi-Tech Industries

Over 30 years of experience in the same field of designing, manufacturing and offering continuous education to the purchaser / client of EOT cranes, Mr. Jaydeep Kachhy - CEO of Hi-Tech Industries has opened his cards while negotiating with the clients. Mr. Kachhy wanted to educate the client about the requirement of cranes, application of the cranes and the major technical specification which reflects the final cost of the product. His vast experience shared as follows:

Selection of EOT crane capacity and shed strength :

First, the project parameters for the loading and unloading of maximum weight to be handled are to be fixed by the purchaser of EOT crane, thereafter, the capacity of EOT crane should be at least 1.5 times than the maximum weight to be handled by the purchaser. After selection of crane capacity, the purchaser will select the width of the shed, height of lift of the shed and the total travel length. With these basic parameters, Purchaser will float the inquiry for EOT crane against which the OEM of crane will recommend single girder OR

double girder depending on the application, capacity of the crane and the span of the crane and will share the load factor to design the crane shed. The load factor should contain total weight of crane, total trolley weight, wheel base of long travel and wheel load of the crane so that the PEB structure OEM will design and quote the structure as per project requirement for purchase of EOT crane.

Selection of EOT crane vendor and PEB vendor :

After the ordering of PEB structure or selection of civil structure, the head of the purchase will decide the EOT crane vendor to whom the order can be placed with amicable technical and commercial terms. This is very important and crucial part as the crane is the heart and brain of any projects being the safe overhead material handling equipment selection will decide the profitable business of the purchaser. It is also observed that the cost of the crane that you are paying to the supplier of EOT crane whereas the value of EOT crane decides after 5-10 years of continuous running of the crane without any breakdown / shutdown and replacement of spares. So, it is very important to select the good EOT crane manufacturer because the purchaser does not know the designing of cranes and relevant IS:3177 and 807 while purchasing the equipment and therefore, the quality they get of EOT cranes are not as per IS design parameters. Moreover, it is also observed that the manufacturer of EOT cranes are also unaware about the design parameters of IS:3177 and 807 and therefore, the EOT crane is not optimum designed or purchased as per relevant IS.

Technical parameters of EOT crane:

It is very important to select the

classification of the crane which is purely dependent on total working hours of crane per day. IS:3177 has mentioned the selection criteria of EOT cranes as Class - II is medium duty, class-III as heavy duty and Class-IV as extra heavy duty. So, Mr. Kachhy wanted to educate the purchaser especially about the application, number of working hours and the speed of the three motion of EOT cranes so that the operation of EOT cranes are exactly match with your application of the crane.

Selection of final product to be ordered :

Once the purchaser will receive the quote of EOT cranes, the purchase head and technical head have to scrutinize the offer as T1 (Technical qualified No. 1) and L1 (Commercially quoted lowest price) bidders. Moreover, it is also requested by Mr. Kachhy that before placement of order the purchaser has to obtain the past record of EOT crane manufacturer, their number of installation, their availability of spares from local market like brakes, motors, gear boxes, geared coupling without dependency on OEM of crane and it is very important to scrutinize that the spares and services should be available at reasonable cost and ex stock availability. Considering all the aspects, finally the purchaser will select the best option available with them.

After continual interaction with the purchaser and continual improvement of the quality products, at last, Mr. Jaydeep Kachhy emphasized that the selection of quality crane is the tough task for the purchaser because the spiritually fit CEO only can be professionally hit.

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