Keys To Success In Working With Manufacturers

Garrett VanGosen
April 4, 2011
Questions of the Day

• Who the heck are you?
• What do consulting engineers want from manufacturers?
• What do manufacturers want from consulting engineers?
• What do consulting engineers need to know about what manufacturers do?
• Are we done yet?
Who The Heck Are You?

Sanitaire
- Started in 1967
- Diffused Aeration
- SBR Process Equipment and Controls
- Package Plants

Garrett
- Preliminary Designs
- Pricing
- Bid Jobs
- Spec. and Design Reviews
- Interface With Consulting Engineers and Plant Personnel
A Question For You…

What concerns do you have about working with vendors?
What Do Consulting Engineers Want From Manufacturers?
What Do Consulting Engineers Want From Manufacturers?

Things We Get Asked For:

- Technical Information
- Design Calculations
- Drawings
- Specifications
- Testing Data
- Support Information
- Pictures
- Installation Lists
- References
- Pricing
What Do Manufacturers Want From Consulting Engineers?
Purchase Orders!
Equipment Information

• Standard information
  • Location
  • Dimensions

• Project Specific Information
  • Better info = Better design

• What sort of conditions will this actually be run at?
  • Start-up v. 20-year design
  • Condition Labels
Specifications

• We want a chance to review and discuss specifications.
• We want the consulting engineer to stand behind the specification.
Project Information

• How far along is the project?
  • We like to forecast
• When will this project actually bid/award?
• How do manufacturers get named?
  • Are other manufacturer’s actually evaluated?
  • Be careful what you wish for…
After The Bid

• Continuity from design to submittal stages.

• Contract Drawings With Dimensions
  • Quality Drawings = Quality Submittals
  • Bad Drawings = Worse Submittals
Consideration of Manufacturer’s Time

• Emergencies are okay, but every situation is NOT an emergency.
• Reasonable time frames.
• What level of information is really needed?
• Proposal Drawings: Custom v. Standard
• Communication!
What Do Consulting Engineers Need To Know About What We Do?
What Do Consulting Engineers Need To Know About What We Do?

• We only get paid when job is sold.
• We want to help the job along.
• Off-the-shelf items v. Process/System Supplier
• Budget Price v. Bid Price
  • Heavy Specification v. Standard Budget
• Manufacturer’s assumptions can have a large effect on scope/price.
  • We try to be conservative but cannot foresee all special considerations.
Design Considerations That Can Effect Scope/Price

- Temperature
- Cooling Loop
- Air Distribution
- System Headloss
- Pressure
- Mixers
- Sloped Floors
- Obstructions (columns, sumps)
- Influent Location
- Corrosion
- High Velocities
- Special Dropleg Configurations
- Dropleg Supports
- Feeder Pipe
- Joints (expansion / contraction)
- Fillets
- Recycle Pumps
Are We Done Yet?

“Coming together is a beginning. Keeping together is progress. Working together is success.”

-Henry Ford