

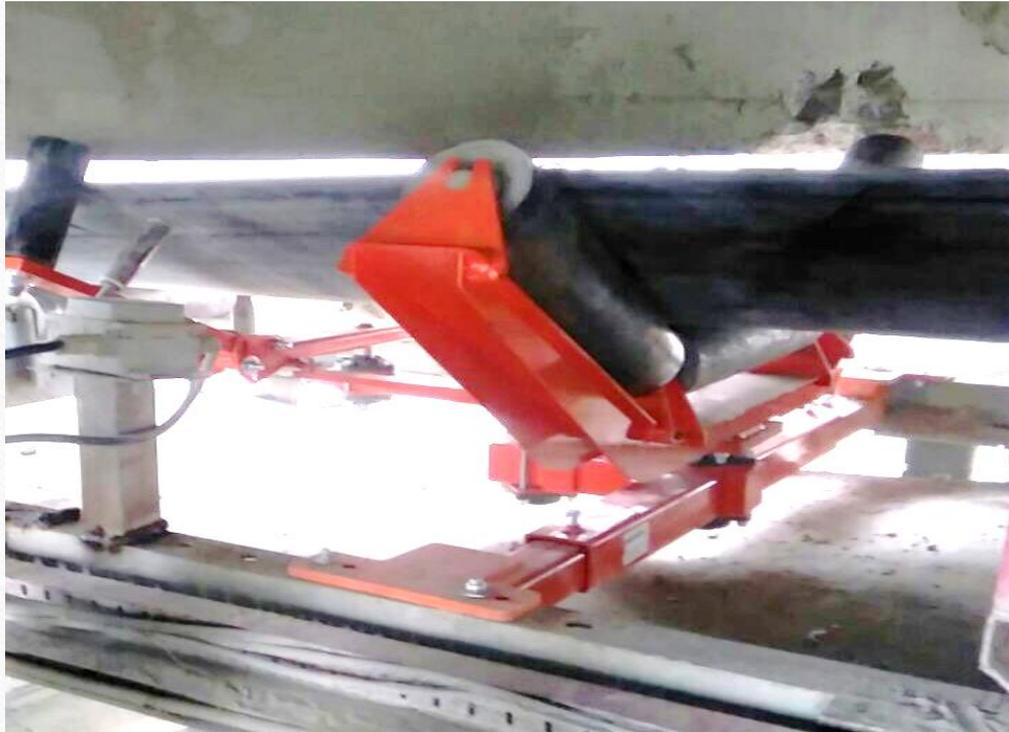
# Comparison between Trackers

---

**Flexco PTMax vs Competitors**

# Competitor's Product

---



# FLEXCO's PT Max



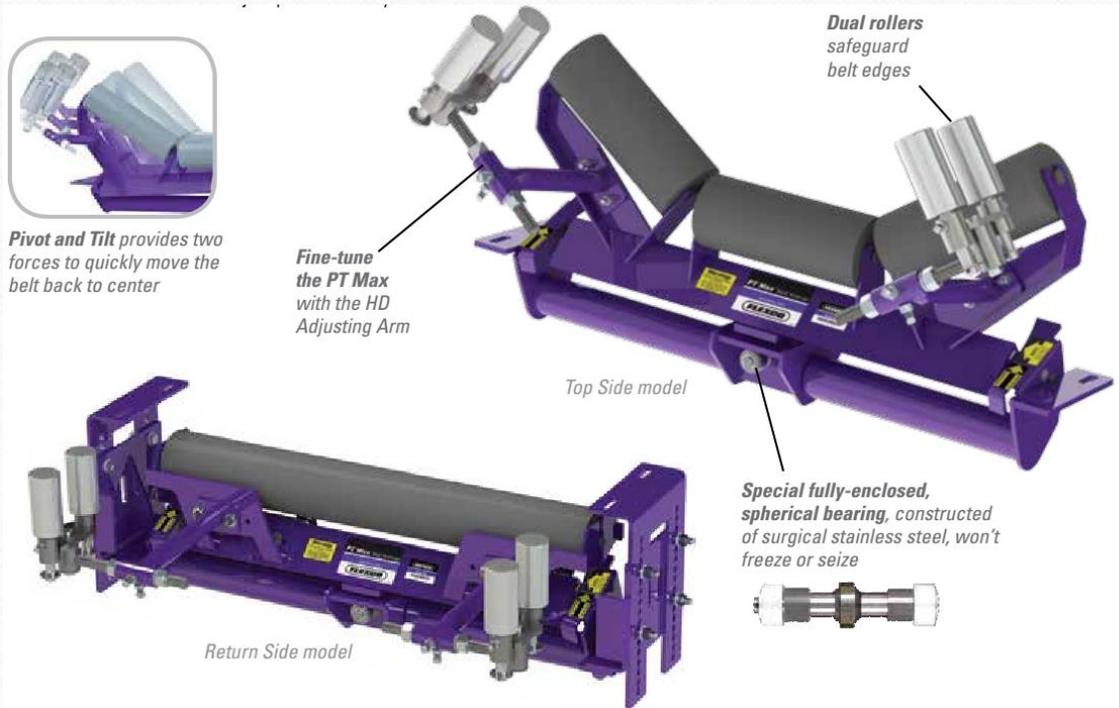
# Catalogue of Competitor

---



1. Steering Motion: Pivot Motion only
2. Single Guide Rollers: Single point tension on belt edges
3. Single unit Tracks up to 30m of belt length.
4. Comes without Idlers
5. 2 years of warranty
6. Approximate Rs. 100,000 per unit for 800mm belt width.

# Catalogue of PT Max



1. Patented Pivot and Tilt motion
2. Dual Guide Rollers for uniform pressure on belt edges
3. Single unit tracks up to 100m of belt length.
4. Comes with Idler
5. 5 years warranty
6. Approximate Rs. 275,000 per unit.

## Comparison between PT Max and Competitor's product

	Flexco PT Max	Competitor
1. Tracking method	Pivot and Tilt (3D tracking: Give friction as well as pressure on belt to track the belt.) Resulting highly précised tracking and fast response rate.	Only works on friction method to track belts. Resulting very slow response rate and random tracking of the belt.
2. Sensor Rollers	Dual rollers that safeguard belt edges, reducing severe edge pressure and negligible damage. Long wear life of guide rollers	Single guide roller, Single point pressure on belt which eventually damages the belt edges. Low wear life of guide rollers
3. Bearing	Fully enclosed, surgical stainless steel pivot bearing that requires no lubrication and is guaranteed not to seize	Normal bearing which tend to seize in dusty atmosphere.
4. Maintenance	Easy to install and maintain — rollers can be replaced with standard on-site idler rollers	Usually needs welding or bolting which takes long time during maintenance.
5. Performance	Excellent performance in wet and dry conditions.	Get seize in wet condition.
6. Customable Build	Custom built for each conveyor system to ensure maximum performance	Standard side for all belts of different conditions.
7. Warranty	5 years warranty	2 years warranty

**Value proposition of PTMax against Competitor's Product for 100m tracking of 800mm belt in span of 5 years:**

Product	Flexco PT Max	Competitor
Tracking Capacity (in m)	100	30
No of Units (for 100m)	1	3
Price per unit	275000	100000
Total Value	275000	300000
Warranty/Life (in years)	5	2
Unit required in 5 years	1	9
Total cost in 5 years	275000	900000
Saving	<b>625000</b>	
Indirect Costings (Installation and downtime)		
Time for installation per unit (in hours)	2	2
Total hours required in 5 years	2	18
Workmen Cost per hour for a gang of 4	175	175
Total Workmen Cost	350	3150
Downtime Cost for Clinker per hour	50000	50000
Total downtime cost	100000	900000
Saving	<b>802800</b>	

---

THANK YOU