



R&M Materials Handling, Inc.

*Innovation...Performance..Reliability*

## Offering Recommended Spare Parts Package in New Equipment Quotes

To illustrate the steps to take in QuoteMaster® to offer recommended spare parts packages and to order recommended spare parts packages.

Recommended spare parts package prices are also found in the price lists.





## Offers

Complete the calculation.

Select **Pricing** button.

The screenshot shows the 'Technical Calculation' software interface. The title bar reads 'Technical Calculation - TEST 11 Not ready (until saved)'. The 'Documents and Notes' tab is active. The interface is divided into several sections:

- Documents:** Includes fields for 'Total number of the packages' (set to 1), 'Package number' (with navigation arrows), 'Number of documents in the package' (set to 1), 'Language of documents' (set to English), and 'Media of documents' (set to Paper + CD).
- Plates:** Includes 'Type of component data plates' (set to CSA) and 'Language of data plates' (set to English).
- Final destination:** Includes 'Destination country' (set to USA) and 'Radio frequency (Mhz)'. The radio frequency field is currently empty.
- Calculation Notes:** A text area containing a note: 'NOTE: Module: [End carriage selection] Module: [PwrSupDuctorNew] Power feeding cable not found from table Td\_EleCraPwrSupRisCblSiz\_system removed power feeding cable selection from this calculation'.
- Right-hand Panel:** Contains a vertical stack of buttons: 'Crane calculation', 'Parameters', 'Crane Additional', 'Pricing', 'Component order', 'Undo calculation', 'Reset fields', 'Print', 'Instructions', and 'Save/Close'. Below these buttons are 'Crane production' (set to Pms), a checked 'Show hoist cost' checkbox, a language dropdown (set to English), and 'System of units' (set to US-units, with an example 'e.g. 30'-4 1/8'').



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Select *Spare parts* tab.

The screenshot shows a software window titled "Pricing" with several tabs: Summary, Design, Components, Addit. Features, Other Items, and Spare parts. The "Spare parts" tab is active, displaying a list of spare part packages under the heading "Included". Each item has a checkbox, a name, and a corresponding row in a table with columns for Quantity, Costs, Discount%, and Final costs. A "Summary" row is located below the list. At the bottom of the window, there are fields for "Calc. code:" (containing "TEST 12") and "Currency:" (containing "US \$"), along with buttons for "Help", "Reset Pricing", "Delivery Time", "Manual costing", "Calculate", and "Close".

Included		Quantity	Costs	Discount%	Final costs
<input type="checkbox"/>	Hoist (Left - I)	1	2390	0	0
<input type="checkbox"/>	Hoist (Middle - III)	0	0	0	0
<input type="checkbox"/>	Hoist (Right - II)	0	0	0	0
<input type="checkbox"/>	Bridge drives	1	259	0	0
<input type="checkbox"/>	Bridge panel	1	418	0	0
<input type="checkbox"/>	Trolley power supply	1	216	0	0
<input type="checkbox"/>	Bridge travelling inverter	1	720	0	0
<input type="checkbox"/>	Trolley travelling inverter (Left - I)	1	518	0	0
<input type="checkbox"/>	Trolley travelling inverter (Middle - III)	0	0	0	0
<input type="checkbox"/>	Trolley travelling inverter (Right - II)	0	0	0	0
Summary			0	0	0



Check the items to include in the recommended spare parts package.

QuoteMaster<sup>®</sup> will automatically gray out the check box if spare parts are not available for that particular item or if the item is not part of the calculation.

In this example, Hoist [middle and right] as well as trolley inverter [middle and right] are not part of the calculation.

The screenshot shows the 'Pricing' window with the 'Spare parts' tab selected. A table lists various spare part packages with checkboxes, quantities, costs, discount percentages, and final costs. A red box highlights the checkboxes for 'Hoist (Left - I)', 'Bridge drives', 'Bridge panel', 'Trolley power supply', 'Bridge travelling inverter', and 'Trolley travelling inverter (Left - I)'. The 'Hoist (Middle - III)', 'Hoist (Right - II)', 'Trolley travelling inverter (Middle - III)', and 'Trolley travelling inverter (Right - II)' items have grayed-out checkboxes. A 'Summary' row at the bottom shows a total cost of 4522.

Spare part packages		Quantity	Costs	Discount%	Final costs
<input checked="" type="checkbox"/>	Hoist (Left - I)	1	2390	0	2390
<input type="checkbox"/>	Hoist (Middle - III)	0	0	0	0
<input type="checkbox"/>	Hoist (Right - II)	0	0	0	0
<input checked="" type="checkbox"/>	Bridge drives	1	259	0	259
<input checked="" type="checkbox"/>	Bridge panel	1	418	0	418
<input checked="" type="checkbox"/>	Trolley power supply	1	216	0	216
<input checked="" type="checkbox"/>	Bridge travelling inverter	1	720	0	720
<input checked="" type="checkbox"/>	Trolley travelling inverter (Left - I)	1	518	0	518
<input type="checkbox"/>	Trolley travelling inverter (Middle - III)	0	0	0	0
<input type="checkbox"/>	Trolley travelling inverter (Right - II)	0	0	0	0
Summary			4522	0	4522



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Select **Summary** tab.

**Pricing** Summary | Design | Components | Addit. Features | Other Items | Spare parts

Crane: QXSk5-TON x 35ft Hol:19.69ft

Summary/Calculation

	Hours	Costs	Discount%	Final costs	Offer price	Original offer price	Final offer price	Cm II	Cm II%
Design	0	0	0	0	0		0	0	0
Components		17463	0	17463	17463		17463	0	0
Additional features		0	0	0	0		0	0	0
Steel structure	0	0	0	0	0		0	0	0
Assembly	0	0	0	0	0		0	0	0
<b>CRANE EXWORKS</b>	0	17463	0	17463	17463		17463	0	0
Transportation	0	0	0	0	0		0	0	0
Erection	0	0	0	0	0		0	0	0
Commissioning		0	0	0	0		0	0	0
<b>CRANE TOTAL</b>	0	17463	0	17463	17463	0	17463	0	0
<b>1 CRANES TOT.</b>	0	17463	0	17463	17463	0	17463	0	0
Crane runway	0	0	0	0	0	0	0	0	0
Power supply	0	0	0	0	0	0	0	0	0
Other items	0	0	0	0	0	0	0	0	0
Spare parts		4522	0	4522	4522	0	4522	0	0
<b>ONE CAL. TOTAL</b>	0	21984.6	0	21984.6	21985	0	21985	0	0
<b>1 CAL. TOTAL</b>	0	21984.6	0	21985	21985	0	21985	0	0

Calc. code: TEST 12    Currency: US \$

Help    Reset Pricing    Delivery Time    Manual costing    Calculate    Close



## For List Price Users (i.e. R&M)

To get net prices, enter the appropriate discount % to the Components, Additional features, Spare parts prices. Additional discounting beyond the normal level cannot be applied to spare parts

Click **Calculate**.

## For Net Price Users (i.e. crane builders)

Additional discounting such as the EDI incentive discount cannot be applied to spare parts, but the EDI discount can be applied accordingly to components and additional features.

Click **Calculate**.

Summary/Calculation									
	Hours	Costs	Discount%	Final costs	Offer price	Original offer price	Final offer price	Cm II	Cm II%
Design	0	0	0	0	0		0	0	0
Components		17463	38	10828	10828		10828	0	0
Additional features		0	0	0	0		0	0	0
Steel structure	0	0	0	0	0		0	0	0
Assembly	0	0	0	0	0		0	0	0
<b>CRANE EXWORKS</b>	0	17463	38	10828	10828		10828	0	0
Transportation	0	0	0	0	0		0	0	0
Erection	0	0	0	0	0		0	0	0
Commissioning		0	0	0	0		0	0	0
<b>CRANE TOTAL</b>	0	17463	38	10828	10828	0	10828	0	0
1 CRANES TOT.	0	17463	38	10828	10828	0	10828	0	0
Crane runway	0	0	0	0	0		0	0	0
Power supply	0	0	0	0	0		0	0	0
Other items	0	0	0	0	0		0	0	0
Spare parts		4522	38	2803	2803		2803	0	0
<b>ONE CAL. TOTAL</b>	0	21984.6	38	13631.4	13631	0	13631	0	0
1 CAL. TOTAL	0	21984.6	38	13631	13631	0	13631	0	0

Crane: QXSk5-TON x 35ft Hol:19.69ft

Calc. code: TEST 12    Currency: US \$

Buttons: Help, Reset Pricing, Delivery Time, Manual costing, **Calculate**, Close



## Example 1 - Multiple Quantities of Crane Packages & **One** Spare Parts Packages

Enter the right number of crane packages to **CRANES TOT.** In this example, it will offer two crane packages and one spare parts package with enough parts for one crane.

Click **Calculate.**

Summary | Design | Components | Addit. Features | Other Items | Spare parts

Crane: QXSk5-TON x 35ft Hol:19.69ft

Summary/Calculation	Hours	Costs	Discount%	Final costs	Offer price	Original offer price	Final offer price	Cm II	Cm II%
Design	0	0	0	0	0		0	0	0
Components		17463	38	10828	10828		10828	0	0
Additional features		0	0	0	0		0	0	0
Steel structure	0	0	0	0	0		0	0	0
Assembly	0	0	0	0	0		0	0	0
CRANE EXWORKS	0	17463	38	10828	10828		10828	0	0
Transportation	0	0	0	0	0		0	0	0
Erection	0	0	0	0	0		0	0	0
Commissioning		0	0	0	0		0	0	0
CRANE TOTAL	0	17463	38	10828	10828	0	10828	0	0
2 CRANES TOT.	0	34926	38	21656	21656	0	21656	0	0
Crane runway	0	0	0	0	0		0	0	0
Power supply	0	0	0	0	0		0	0	0
Other items	0	0	0	0	0		0	0	0
Spare parts		4522	38	2803	2803		2803	0	0
ONE CAL. TOTAL	0	39447.6	38	24459.4	24459	0	24459	0	0
1 CAL. TOTAL	0	39447.6	38	24459	24459	0	24459	0	0

Calc. code: TEST 12    Currency: US \$

Help    Reset Pricing    Delivery Time    Manual costing    **Calculate**    Close



## Example 1 - Component Offer with Multiple Quantities of Crane Packages & **One** Spare Parts Packages

The **component package price** in the pricing summary is the total price for the quantity indicated. The **spare parts package price** in the pricing summary is for one package.

### R&M Materials Handling Inc.

Offer ref:	TEST 12	Customer ref:		Offer date:	5/11/2011
System ref:	RMSTPR / 2.32.0	Crane type:	QXSk5-TON x 35ft Hol,19.69ft	Page:	4 (5)
Item No.	Description	Qty		Price/pc (net)	

10.	<b>Spare parts package</b>	1 EA		<b>US \$ 2 803 /pc</b>
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Includes spare parts for the following components:

- Hoist [Left-I]
- Crane traveling machinery
- Bridge panel
- Trolley power supply
- Bridge inverter
- Trolley inverter [Left-I]

Special discount for Spare parts package.....38%

### \*\*\*\* ADDITIONAL OFFER INFORMATION

Crane data (Offered components are based on the following crane specification)

Type.....	Single girder crane
Load (SWL)/Span/Height of lift.....	10 000 lbs / 35'-0" / 19'-8 1/4"
Estimated weight of crane (with hoists).....	4 580 lbs
Main girder type.....	W18x76-MatA992
Structure duty group.....	CMAA C
Weight of one girder.....	2 710 lbs
Crane use.....	Indoor
Ambient temperature (min/max):.....	41 °F / 104 °F
Humidity:.....	Normal, RH<90%
Air quality:.....	Normal
Number of hoists per bridge.....	1 similar hoist

Type of components **NOT** included in the component offer

- Main girder, crane service platform, runway rails etc. structural steel
- Crane runway power supply (unless otherwise stated in this offer)

<b>COMPONENT PACKAGE PRICE</b>	<b>2 EA</b>	<b>US \$ 21 656</b>
<b>SPARE PARTS PACKAGE PRICE</b>	<b>1 EA</b>	<b>US \$ 2 803</b>
<b>TOTAL PACKAGE PRICE</b>		<b>US \$ 24 459</b>

(Above prices are net prices and include all given discounts. The Component selection is based on the proposed main girder weight, duty groups, cranes speeds and other technical details shown in this Offer. Any changes to these values may change the offered crane components. All the technical information in this print is guiding and indicative only and therefore to be interpreted by experts only.)

Delivery: \_\_\_\_\_ Delivery terms: \_\_\_\_\_

Mode of transport: \_\_\_\_\_ Payment terms: \_\_\_\_\_



## Example 2 - Multiple Quantities of Crane & Spare Parts Packages

Enter the right number of packages to **CAL TOTAL**. In this example, it will offer two crane packages and two spare parts packages, one for each crane. Click **Calculate**.

The screenshot shows the 'Pricing' software interface with a 'Summary/Calculation' table. The table has columns for Hours, Costs, Discount%, Final costs, Offer price, Original offer price, Final offer price, Cm II, and Cm II%. The 'CRANE TOTAL' row is highlighted, and the '1 CRANES TOT.' row is selected. The 'ONE CAL. TOTAL' and '2 CAL. TOTAL' rows are highlighted with a red box.

	Hours	Costs	Discount%	Final costs	Offer price	Original offer price	Final offer price	Cm II	Cm II%
Design	0	0	0	0	0		0	0	0
Components		17463	38	10828	10828		10828	0	0
Additional features		0	0	0	0		0	0	0
Steel structure	0	0	0	0	0		0	0	0
Assembly	0	0	0	0	0		0	0	0
CRANE EXWORKS	0	17463	38	10828	10828		10828	0	0
Transportation	0	0	0	0	0		0	0	0
Erection	0	0	0	0	0		0	0	0
Commissioning		0	0	0	0		0	0	0
CRANE TOTAL	0	17463	38	10828	10828	0	10828	0	0
1 CRANES TOT.	0	17463	38	10828	10828	0	10828	0	0
Crane runway	0	0	0	0	0		0	0	0
Power supply	0	0	0	0	0		0	0	0
Other items	0	0	0	0	0		0	0	0
Spare parts		4522	38	2803	2803		2803	0	0
ONE CAL. TOTAL	0	21984.6	38	13631.4	13631	0	13631	0	0
2 CAL. TOTAL	0	21984.6	38	13631	13631	0	13631	0	0

Calc. code: TEST 12      Currency: US \$

Buttons: Help, Reset Pricing, Delivery Time, Manual costing, Calculate, Close



## Example 2 - Component Offer with Multiple Quantities of Crane & Spare Parts Packages

Spare parts package line item will show the quantity and unit price. The **spare parts package price** in the pricing summary will only show the unit price of one package. The **component package price** in the pricing summary is the total price for the quantity indicated. The **total package price** will include the total price for spare parts packages and total price for component packages.

### R&M Materials Handling Inc.

Offer ref: TEST 11 Customer ref: QXSK5-TON x 35ftHol,19.69tt Offer date: 26/05/2011  
System ref: RMSTPR / 2.32.0 Crane type: Page: 4 (5)

Item No.	Description	Qty	Price/pc (net)
10.	<b>Spare parts package</b>	2 EA	US \$ 2 803 /pc

~~Includes spare parts for the following components:~~

- Hoist [Left-I]
- Crane traveling machinery
- Bridge panel
- Trolley power supply
- Bridge inverter
- Trolley inverter [Left-I]

Special discount for Spare parts package.....38%

#### \*\*\*\* ADDITIONAL OFFER INFORMATION

Crane data (Offered components are based on the following crane specification)

Type ..... Single girder crane  
 Load (SWL)/Span/Height of lift ..... 10 000 lbs / 35'-0" / 19'-8 1/4"  
 Estimated weight of crane (with hoists) ..... 4 580 lbs  
 Main girder type ..... W18x76-MatA992  
 Structure duty group ..... CMAA C  
 Weight of one girder ..... 2 710 lbs  
 Crane use ..... Indoor  
 Ambient temperature (min/max): ..... 41 °F / 104 °F  
 Humidity: ..... Normal, RH<90%  
 Air quality: ..... Normal  
 Number of hoists per bridge ..... 1 similar hoist

Type of components **NOT** included in the component offer

- Main girder, crane service platform, runway rails etc. structural steel
- Crane runway power supply (unless otherwise stated in this offer)

COMPONENT PACKAGE PRICE	2 EA	US \$ 21 656
SPARE PARTS PACKAGE PRICE	1 EA	US \$ 2 803
<b>TOTAL PACKAGE PRICE</b>		<b>US \$ 27 263</b>

~~These prices are net prices and include all given discounts. The Component selection is based on the proposed main girder weight, duty groups, cranes speeds and other technical details shown in this Offer. Any changes to these values may change the offered crane components. All the technical information in this print is guiding and indicative only and therefore to be interpreted by experts only.~~

Delivery: \_\_\_\_\_ Delivery terms: \_\_\_\_\_

Mode of transport: \_\_\_\_\_ Payment terms: \_\_\_\_\_



## Offer Notes

The offer document, when using the Rms-Us, -Pt, -Sp language files, already has a note about the spare parts package discounting.

Mode of transport: \_\_\_\_\_ Payment terms: \_\_\_\_\_

Offer validity: \_\_\_\_\_

Please note:

- The adequacy of the bridge girder and the joint connection for the crane application is the responsibility of the crane builder and should be verified or determined by qualified personnel.
- It is the responsibility of the crane builder to ensure that the duty cycle of the application is compatible with the crane components installed.
- The crane builder is responsible for ensuring that the final bridge crane assembly is in compliance with CMAA specifications and/or any other local requirements.
- Unless stated otherwise, Electrical/Mechanical drawings requested prior to shipment of the product are not included in this quotation. There may be additional charges for such requests.

**R&M Materials Handling Inc.**

Offer ref: TEST 11	Customer ref:	Offer date: 26/05/2011
System ref: RMSTPR / 2.32.0	Crane type: QXSk5-TON x 35ft Hot, 19.68ft	Page: 5 (5)
Item No.	Description	Qty Price/pc (net)

- The crane builder must confirm at the time of the order the lower flange width of the runway beam for the under running crane or monorail.
- The price of the Spare Parts package, when included, is not subject to the Quick Delivery discount, EDI discount, or any additional discounting beyond your normal equipment discount.

We trust that this component offer meets with your present requirement, however, should you require further information, please do not hesitate to contact the undersigned, we will be pleased to be of further assistance.

Yours truly,  
R&M Materials Handling Inc.



## Orders

### EDI-Orders

When the Spare parts package is included in the new equipment offer, the spare parts package can be ordered along with the new equipment through EDI procedure.

The spare parts package will show up on the Component order document.

The screenshot shows a software window titled "Component Order" with two tabs: "General" and "Shipments and Addresses". The "Shipments and Addresses" tab is active, displaying a list of shipments with "Shipment 1" selected. Below this, the "Selected Shipment" section contains the following fields:

- Shipment number: 1
- Special Address:
- Delivery address: A & G, SA (with a "New" button)
- City: Panama City
- Street: Vía Argentina, Galerías AlvearOficina 2
- Postal code: xxxxx
- Country: Panama City
- Region: Panama
- Country: Panama
- Date of delivery: [empty field]
- Delivery type: [empty dropdown]

On the right side, the "Contents of Shipment" section lists various items with checkboxes:

- Hoist
- End carriage and joint
- Bridge traveling units
- Bridge panel
- Hoist power supply and pendant
- Bridge power supply
- Remote control
- Cabin
- Document package 1
- Document package 2
- Document package 3
- Spare parts

At the bottom right, there is a field for "iLM -delivery address code:". The window footer contains buttons for "Reset fields", "Delivery time", "Print", "EditOrder", "Order is ready", "Help", and "Close".



## Possible Spare Parts in the Package

### Hoist

- Wire rope
- Rope guide
- Friction disc
- Overload switch
- Hook safety latch
- Contactor set for hoist motor
- Hoist brake rectifier

### Crane traveling machinery

- Friction disc for Compact brake
- or-
- D.C. brake repair kit and rectifier

### Bridge panel

- Mainline contactor and fuses

### Bridge inverter

- CMXC 022 inverter

### Trolley inverter

- CMXC 022 or CMXC 007 inverter

### Trolley power supply (festoon)

- Set of plugs and 2 cable trolleys

9.	<b>Spare parts package</b>	1 EA	US \$ 2 803 /pc
Includes spare parts for the following components:			
-Hoist [Left-I]			
-Crane travelling machinery			
-Bridge panel			
-Trolley power supply			

## COMPONENT ORDER TO: R&M MATERIALS HANDLING INC.

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Ordered by  
RMS Program

Order date  
05/26/2011  
(Rev. date: )

Customer reference and (SMA)  
1234567, (SMA99)

Order number  
1235

Offer reference  
TEST 12a

Crane type and product group (SP)  
QXSk5-TON x 35ft Hol:19.69ft,

Item No.	Description	Qty	Price/pc
	-Bridge travelling inverter		
	-Trolley travelling inverter [Left - I]		
	Special discount for Spare parts package	38 %	