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THINGS TO CONSIDER BEFORE SELECTING A VENDOR

Selecting a vendor is one of the most crucial tasks before selecting an air curtain. A reliable vendor will understand your needs and help you choose the air curtain that is best suited to your requirements. There are various important factors listed below that you must consider before selecting your vendor:

1. **Manufacturer:** You should know the original source *i.e.* from where your vendor procures the machines. The manufacturer must be a reputed one in the field and enjoy great goodwill in the market.
2. **Experience:** To a great extent, the experience of the vendor decides his reliability. Better experience implies better understanding and knowledge of market conditions and customer's requirement. Therefore, it

becomes imperative to analyse the experience of the vendor.

3. **Number of Installations:** Choose the vendor who has already served for a number of years. Get to know the number of installations done by them within the country and around the world (if any). A large number of installations would imply better knowledge and better understanding in the field.
4. **Technically Equipped:** Their production unit should be technically advanced in terms of working and delivery. It will provide a better breakthrough in the competitive market. The vendor should be able to guide you on various kinds of flow patterns and workability and should be able to customise a solution whenever required.
5. **Warranty and Part Availability:** Many vendors commit a warranty that is beyond their scope. As an international standard, a manufacturer should be able to provide support for all the parts and make them available for a minimum tenure of 10 years. Generally, traders overcommit and shed their responsibility when parts are needed.