

Buying Equipment

There are many choices on the market. Asking the right questions can help to narrow your search.

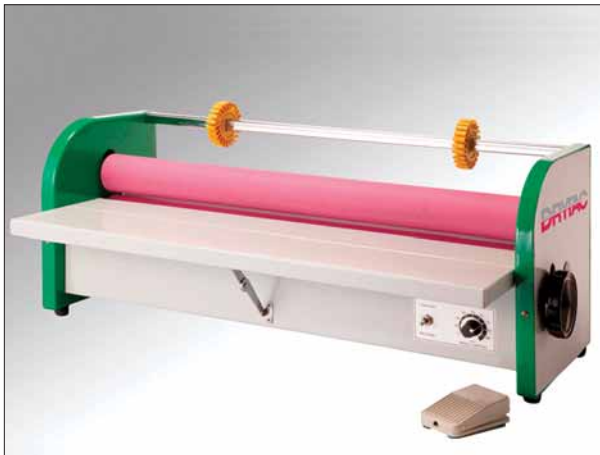
Framing retailers are understandably looking for the best offer at the best price. They don't want to sacrifice service, quality, or cash when making such an important investment. To find the deal that best serves both their needs and their pocketbooks, framing retailers need to become educated buyers.

by Anne Vazquez

There are so many questions to ask before purchasing a piece of framing equipment that it's easy to become overwhelmed. You should ask as many questions as possible to inform yourself on what the options are and to also give your supplier the best idea of what you are looking for with this purchase.

About the Equipment

It is important to find out if your expectations and the capabilities of the machine are compatible. There can be equal danger in buying a machine that is below the level of your needs as well as one that is beyond your current, or near-future, production.



Protac, a line of economical 27" and 32" cold roller laminators from Drytac/Hot Press, processes pressure-sensitive (cold) laminating film or mounting adhesive in singled-sided laminating or mounting applications.

- How will you benefit from owning this piece of equipment? Will it save you enough time, money, and labor to justify its cost? Would it be more cost-effective for you to subcontract other framers to do work for you instead of buying the equipment? Can you subcontract your services to other framers with this equipment in your shop?
- Do you need this piece of equipment to stay competitive? Will it help you serve your current markets and or markets you aim to serve in the future?
- At what level of production is the equipment capable of working? Will this satisfy your needs now and in the foreseeable future?
- For what type of work will you be using the equipment? Remember: The type of work you do is just as important to consider as the volume of work you do. For example, if deciding on a mounting press, think not only of the number of items you mount each week



The Brevetti S30ME joining machine from PAM Fastening is capable of joining a wide variety of mouldings. It also has a cabinet for storing extra fasteners or tools and a joystick controlled nailing system.

but also the size and other characteristics of the items you most often mount.

- How long are the machine and its parts expected to last under normal, recommended use?
- How noisy/quiet is the machine?

About Service, Repairs, and Maintenance

Sooner or later, even the best made piece of equipment will need to be serviced. It's important to know what to do in that eventuality.

- Is there a warranty or guarantee on the equipment? What are the components and parameters of the warranty or guarantee?
- What type of service is offered by the manufacturer? By the distributor? Is there a service hotline you can call? Will someone come to your shop to help you troubleshoot problems? How quickly is a call made to the service hotline returned? How soon can a repair visit to your shop be scheduled?
- Who is responsible for repairs after the warranty ends?
- How readily available are replacement parts? Does your supplier stock replacement parts on a regular



Universal Laser Systems' CO2 laser engraving and cutting systems use Windows-based programs to cut matboard with engravings, etch glass for elegant frames, make personalized plates for artwork, and create specialized accents.



The CTD Model D20R Single-Double mitre saw makes two independent mitre cuts within seconds. The 11V single phase motor powers a 12" blade. The saw can cut wood, aluminum or vinyl up to 5³/₄". A floor stand includes a removable dust and scrap drawer.

basis? If the machine model is discontinued, will replacement parts still be available?

- How much scheduled maintenance does the equipment require on a daily/weekly/monthly basis?

Installation in Your Shop

- How will the machine be delivered to your shop? (See checklist on receiving equipment.)
- Is there an installation service available from the manufacturer or distributor—or are you required to do this yourself?
- How much space does the equipment occupy?
- Does the equipment have any special requirements, such as special voltage needs or a perfectly flat surface to set upon?
- What instruction manuals and other materials are provided with the equipment? For instance, is there an instructional video or a video on the manufacturer's website that demonstrates installation procedures?

Instruction for Use of the Equipment

- What is the average length of time it takes to learn how to use the machine?
- Is there any special training needed before you and your staff begin using the equipment? How is this training made available?
- What type of information does the owner's manual contain? How is it organized? Will the manufacturer or distributor train you on the new piece of equipment? Who can you call with questions?

- Is there an instructional video or a video on the manufacturer's website that demonstrates usage procedures? Are instructional workshops available?

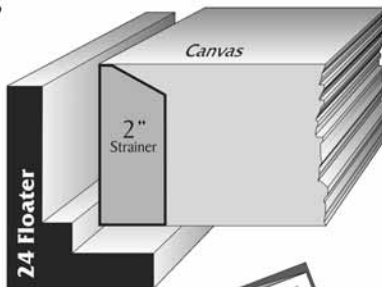
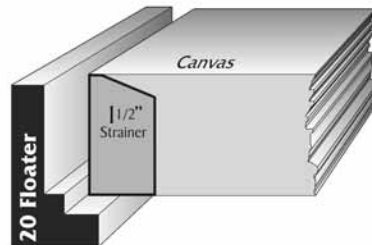
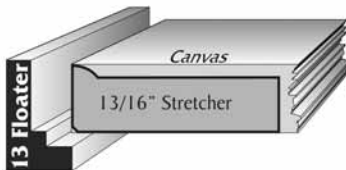
Possible Companion Purchases

- What additional items, if any, will you need to have or purchase in order to operate the equipment? For example, you need an air compressor for an underpinner or a specialty blade for a new mat cutter.
- What additional tools and/or features are available for the equipment model you are considering? What do

each of those add to the functionality and productivity of the machine? Ask yourself if you will use them enough to justify their cost.

More About...RAW

PB&H now stocks 3 Raw Floaters



All are made with select grade basswood and are available with no minimums in length, chop & joined. Contact PB&H for samples and more info.

3 More Ways:

PB&H now stocks

24 raw profiles pictured in our 2nd edition of ~Stocked Length, Chop and Joined Profiles

(Ask for our NEW brochure and samples!)



~Our stocked LINE moulding is available raw with 100' quantities per profile. (Ask for our LINE catalog and samples!)



~Design Your Own Custom Profile

With a 300' minimum order, we create your raw moulding from a sketch, detailed drawing, or an original sample. Call, email, fax or write us with your request.



Checklist for Receiving Equipment

Before the Equipment Arrives at Your Shop

- Determine if you will be able to get the machine into the shop through one of the regular entrances. If not, make special arrangements.
- Find out if the delivery people will bring the machine into your shop. If not, determine if you will be able to unload the machine yourself and arrange for proper help.
- If you're outside of the supplier's regular delivery areas, ask how the machine will be delivered to your shop.
- Arrange to have the driver call before arriving with the delivery. Ask if there is an additional charge for this service.

When the Equipment Arrives at Your Shop

- Check for damage on the shipping carton. Make a note of any damage on the shipping invoice.



1(800)746-9724 (315) 455-8748fax
 email to: pbh@pbhmoulding.com
 Or on the web at: www.pbhmoulding.com

- Open the carton and check for exterior damage to the machine. Make sure no parts are missing from the carton. Again, make a note of any damage you see before you sign the shipping invoice and accept the shipment.

- You have the right to refuse an obviously damaged shipment. If you are unsure whether or not to accept a shipment, call your supplier to explain the problem.

- Check the invoice to make sure all is in order before signing and accepting the shipment. Remember to save all of your packaging and paperwork in case you discover a problem later.

- Once the machine is unpacked, send in your warranty card and read the instruction manual. Some warranties will not be honored if the card has not been returned. Owner's manuals often contain crucial installation infor-



The Fletcher Valiani MatPro is a freestanding straight line mat cutter with a pneumatic head and clamps and blade control system. The 120 model takes a 30"x 40" matboard, while the 150 model fits a 40"x 60" matboard.

mation as well as usage and maintenance instructions.

- Once you have unpacked and installed your new piece of equipment, make sure everything works properly. If there are any problems, call your supplier to resolve the problem.

- Not all damage that a piece of equipment might suffer in transit is visible. In many cases, you have 30 days to report discovered damage on the machine. If this occurs, call your supplier so that they can assist you with the matter.

Equipment is the heart and soul of the backroom. Determining what makes and models are best for your operation requires careful research and comparison shopping. Armed with questions that will inform you about the various aspects of the machines, you are one step closer to a productive and efficient backroom. ■

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