

BCMC SESSION PREVIEW

by Libby Maurer

Thinking about equipment upgrades? Consider buying used!

The market for used component manufacturing equipment continues to be filled with inventory from shop closures and consolidation. Component manufacturers looking for tips on how to score good deals, make the best decision on used machines and learn how to develop a preventative maintenance program can get tips at a BC MC session this year in Charlotte. At "Buying and Selling Used Equipment" and "No Maintenance, No Problem" on Wednesday, September 29, a panel of seven brokers, resellers and original equipment manufacturers will address trends and tips about today's used equipment market. Here's a preview of the sessions.

What Are the Current Trends?

Eide Machinery Sales is one of the participants on the panel. The company has been selling new, used and rebuilt equipment for three generations. Vice President Tom Hoy says the availability of used equipment from shop closures or auctions seems to come in waves, so it's not always easy to predict trends. "Most recently it seems that the late model equipment market is starting to dry up. Some of the less automated machines are becoming more prevalent."

Panelist Wayne Masengill (Masengill Machinery Co.) believes as the recession passes, component manufacturers will be making a push to replace their older, less automated machines. He says computerized sawing technology—lineal and feed through saws—is still very prevalent on the used market. "Now's an ideal time to upgrade if you have the need for it." Masengill Machinery was established in 1963 as a full service company selling new and used machinery to the woodworking/manufacturing industries.

The panel plans to talk to attendees about one of the critical mistakes buyers tend to make—not fully assessing their needs. "Sometimes what you think you need and what you actually need are two very different things. This is the first conversation I have with prospective buyers...it's important to talk through the intended purpose of the machine," says Hoy. Another costly mistake: buying because it's a good deal. "Just because you see a good deal doesn't mean it's the right piece for you and your operation."

Buyer Beware of Live & Online Auctions

The panel will urge attendees to be cautious when purchasing used equipment at auctions—online auctions especially. They say the key to a smooth and favorable transaction is homework, homework, and more homework.

Panelist Mark Presley of Eagle Metal Products says component manufacturers should be wary of online auctions, regardless of their convenience. "They're a shot in the dark—you never know what you're getting. It's much more advantageous if you can attend it in person—you might actually see the machine run," says Presley. Eagle is an original equipment manufacturer, but it will also buy, refurbish and sell used equipment.

Masengill says in some cases buyers may think they are getting an excellent deal at an auction, but they aren't aware of a major defect or that they may be purchasing a discontinued machine. "You may not be able to find replacement parts or technical support. That's a problem."

Although auction pricing can be very attractive to shoppers on a budget, Hoy warns buyers to consider the big picture costs in addition to the final sale price. "Don't forget about the buyer's premium, de-installation, freight, and reassembly costs." Often buyers make the mistake of underestimating the full cost of buying at auctions. "The buyer's premium alone

can sometimes run you between 10 and 15 percent of the purchase price. That's a pretty significant amount," he says.

Maintenance Programs

The panel will also present "No Maintenance, No Problem" on Wednesday, September 29, offering tips on how to develop a preventative maintenance program, tools to keep maintenance in check, and what to consider when scheduling breakdowns.

Presley says the most commonly overlooked aspect of preventative maintenance is housekeeping. "People seem to overlook cleanliness of their work spaces." He says when dust accumulates in machine bearings, it may eventually lead to a host of maintenance problems. This is the case no matter if you're working with electric or hydraulic powered equipment.

Masengill says it's unfortunate that preventative maintenance is too often forgotten when machines are working properly. "The whole point is to prevent a major breakdown. It's that old farm instinct: if you don't take care of your tractor, it won't take care of you."

Hoy says it seems there isn't much middle ground when it comes to companies' preventative maintenance programs. "Equipment tends to either be in terrific shape or very poor shape," he says. The good news, Hoy says, is original equipment manufacturers have vastly improved their maintenance recommendations, so component manufacturers have much better tools at their disposal. "They're getting far better guidelines about how to take care of their machines nowadays."

Items that should be at the top of a regular scheduled maintenance list include checking oil levels in hydraulic systems, addressing leaks in hydraulic or air

Continued on page 20

Serving the Truss Industry Since 1987

New & Used Models in Stock



For over 20 years, Lakeside Trailer has led the way in the component trailer industry with innovative ideas to assure your delivery operations remain efficient in today's competitive market. With more than 1700 truss trailers to our credit, Lakeside has perfected ways to reduce or eliminate your transportation concerns.

LAKESIDE
TRAILER MANUFACTURING, INC.

573/736-2966 • 573/736-5515 fax
www.rollerbed.com • lee@rollerbed.com

For reader service, go to www.sbcmag.info/lakeside.htm.

Under One Roof! ITWBCG equipment and wall panel software can get the results you need!

Roof and Floor Truss Equipment

Fasteners for all Component Applications

Panel and Truss Cutting Systems

A Full Line of Wall Panel Equipment

intelligentBUILDINGSYSTEMS

IBS Wall Panel Design Software—Where the whole process begins!

Corporate Office • 2820 N. Great Southwest Parkway • Grand Prairie, TX 75050 • 800-755-6005

For reader service, go to www.sbcmag.info/ibs.htm

MASTER CHORD LVL®

High strength for long spans and fewer girder plies

AN EXCELLENT VALUE

Master Chord™ LVL

may be used for plate connected trusses which require high-strength tension members—such as attic trusses, agricultural truss applications, girder trusses and long-span trusses.

- **Strength** = less jobsite damage & waste saving costs
- **Spruce** = requires less pressure for plate installation
- **Available** = in all standard I-joist depths
- **Values** = are included in major truss plate software for ease of design, engineering verification

Strong • Lightweight • Stable • Call today!

Finnforest USA Natural Excellence.

www.finnforestus.com

[800] 622 5850

finnforest

For reader service, go to www.sbcmag.info/finnforest.htm

BCMC Session Preview

Continued from page 19

systems, draining water traps and filling lubricators in air systems, and lubricating drive chains. Even taking 20 minutes a day to clean up and perform manufacturer-recommended daily maintenance checks will increase production efficiency substantially and improve the longevity of your equipment, Presley says. **SBC**

For these and more tips about buying used equipment and preventative maintenance, join us for BCMC 2010 in Charlotte. Find a complete list of educational sessions in the BCMC Attendee Brochure or on the BCMC website. Online registration is now open at www.bcmshow.com.

New SBCA Members

REGULAR MEMBERS

Hamilton Truss LLC

4652 E Washington Ave
Hamilton, MI 49419-9602
269-751-1075
Mr. Dean DeHoog

Roof Tech Truss, LLC

121 County Rd 616
Athens, TN 37303
423-745-3200
Mr. Gary Schrock

PROFESSIONAL MEMBERS

Damon Hughes

15403 Crescent Oaks Ct
Houston, TX 77068
410-302-8608
Mr. Damon Hughes

Daniel J Smith

1013 Cedarwood Place RR #2
Cobble Hill, BC V0R 1L4
250-743-2959
Mr. Daniel J. Smith

Listing as of 7/5/10. For details about SBCA membership, contact Anna (608/310-6719 or astamm@qaltim.com) or visit www.sbcindustry.com.

IF YOU GO...

BCMC 2010 • Charlotte, NC
September 29 – October 1
www.bcmshow.com

WHAT: "Buying and Selling Used Equipment"

WHEN: 9:15 a.m. Wednesday, September 29

WHO: Mark Presley (Eagle Metal Products)
Wayne Masengill (Masengill Machinery Company)
Tom Hoy (Eide Machinery Sales, LLC)
Jay Halteman (Wood Truss Systems, Inc.)
Rod Wasserman (Wasserman & Associates, Inc.)
Greg Pritchett (MiTek Industries, Inc.)
Jack Van Cleave (ITW Building Components Group)

WHAT: "No Maintenance, No Problem"

WHEN: 10:45 a.m. Wednesday, September 29

WHO: Mark Presley
(Eagle Metal Products)
Greg Pritchett
(MiTek Industries, Inc.)
Jack Van Cleave
(ITW Building Components Group)



Wood Truss Systems inc.
MANUFACTURERS' REPRESENTATIVES

Truss and wood component machinery experts for over 30 years. We can help you enter the component industry or refine your existing facility with custom equipment solutions featuring:

New & Used

- ▲ Truss Production Equipment
- ▲ Wall Panel Framing Equipment
- ▲ Automatic & Manual Cutting Equipment: Component, Radial Arm, Linear Single Blade Saws
- ▲ Plant Layouts / Production Consultants
- ▲ Automated Jigging Systems
- ▲ Automated Measuring Devices
- ▲ Replacement Production Surfaces

Count on effective, economical and timely solutions.

www.WoodTrussSystems.com

888.288.WTSI (9874)



For reader service, go to www.sbcmag.info/wtsi.htm

sensible

When you invest in machinery you require a return on your investment. Weinmann automated production solutions from Stiles Machinery deliver on that return with the promise of a sensible investment. In today's market, automated solutions are providing panel and truss manufacturers the ability to remain competitive with the flexibility to grow as their business requires. Stiles and Weinmann offer the proven machinery design and implementation experience you expect from the leaders – a partnership that will quickly impact your bottom line and return on investment. Learn more about how to employ the promise of sensible automation.

For more information, contact Michael Miller,
Director of Building Automation, at 616.698.7500
or mmiller@stilesmachinery.com or visit
www.stilesmachinery.com.



stiles

Your success is our business.

CNC Linear Saws

- Five-axis machines
- 7/8" x 2" – 6 7/8" x 16 1/2" cross section
- EWP materials to 60'
- Cut, mark and layout abilities
- Route, drill and milling functions
- One operator



Robotic Material Handling

- Most efficient in the industry
- Increase machine availability and operator output
- Automatically access 5-12 full bunks of raw materials
- Vacuum technology



Wall Panel Automation

- Reduces labor 75%
- Computer controlled consistency
- Entry level through full automation
- Modular and upgradable
- Framing, nail, screw, route and stacking solutions



Stiles Software

- Manufacturing Execution System (MES)
- AVIA Projection System
- Custom Applications

stiles software

For reader service, go to www.sbcmag.info/stiles.htm



Structure, Space, Support

Simpson Strong-Tie introduces the AHEP adjustable hip-end purlin – a structural purlin that also serves as a truss installation aid. The AHEP attaches to the step-down hip trusses at the leading edge eliminating the need for drop top chords and gable end fillers. It installs linearly, aligned with the end jacks, to maintain framing spacing from eave to hip or peak. Roof sheathing/decking attaches directly to the purlin. Adjustable in length, the AHEP is designed to accommodate a pitch range of 3/12 to 9/12 as a structural purlin and up to 12/12 as an installation spacer/lateral restraint.

For structure, space and support, try the new AHEP for wood and cold-formed steel truss installations. Learn more by visiting www.strongtie.com/AHEP or by calling (800) 999-5099.

For reader service, go to www.sbcmag.info/simpson.htm

SIMPSON

Strong-Tie

®

©2010 Simpson Strong-Tie Company Inc. AHEP10

STRUCTURAL BUILDING **COMPONENTS**TM

THE FUTURE OF FRAMING

www.sbcmag.info

Dear Reader:

Copyright © 2010 by Truss Publications, Inc. All rights reserved. For permission to reprint materials from **SBC Magazine**, call 608/310-6706 or email editor@sbcmag.info.

The mission of **Structural Building Components Magazine (SBC)** is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing of structural building components to ensure growth and continuity, and to be the information conduit by staying abreast of leading-edge issues. SBC will take a leadership role on behalf of the component industry in disseminating technical and marketplace information, and will maintain advisory committees consisting of the most knowledgeable professionals in the industry. The opinions expressed in SBC are those of the authors and those quoted solely, and are not necessarily the opinions of any affiliated association (SBCA) .



6300 Enterprise Lane • Suite 200 • Madison, WI 53719
608/310-6706 phone • 608/271-7006 fax
www.sbcmag.info • admgr@sbcmag.info