

### Re-Focus on your Equipment Needs

Let's face it; these days are not normal in any sense of the word. While opportunities exist, the pool of work is smaller than in previous seasons. To further confuse everyone seeking viable jobs, the mix of work also appears to go against current convention. Is there a phoenix rising; we hear BUR on the horizon (based on the both kettle sales and quotes)? .

Many contractors are talking about "*re-focusing*" their supply and equipment buying, and bringing it back into the budget process for each job. Every job requires equipment, and most roofers have a yard full and trucks full of everything from ladders, planks, generators, compressors, spray rigs, kettles, material handling equipment, tear-off machines, trash chutes...and your list goes on without mentioning the hand tools all over the place.

Perhaps the notion of "*re-focusing*" on equipment and supply buying is a valuable management tool. Time could be spent well to inventory all your working equipment, and to junk the junk; saving those parts you know you'll use again.

You all know which equipment works and will make you a profit. The process is valuable; know what you have and know what you need. Buying equipment specific to future jobs is an investment. May i suggest that you ask your equipment specialist to clearly explain what is new and improved and where, they suggest, your dollars should be spent in order to provide a good return on the investment.

Here are a few examples of sifting through the clutter:

- Foam fill the pneumatic tires to avoid future flats;
- Retire or rebuild Kettles, Feltlayers and Hi-boys;
- Check every piece of safety equipment, looking for worn and/or out-dated ropes, lanyards and harnesses; destroy them per the OSHA rules;
- Check every electrical cord and its connection to the tool, especially hot air welders;
- Start every engine and motor;
- Throw out broken carts, insulation carriers, trays, tarps, engines, welders, hand tools, scraper bars and the lot;
- Left over drain clamping rings and domes are inventory for future maintenance jobs;
- Inventory all fasteners, especially copper and stainless steel;
- Create a separate space for safety products (and use this for future training sessions);
- Check for broken wood handles on all tools;
- **Evaluate - Consolidate – Eliminate**; sometimes the life cycle of these items is simply up; if you cannot use it then sell it, or call the local hauling guy and recycle the rest.

Everything we do involves equipment and tools. As I talk to contractors, many are looking at options for expanding their business. It could be solar, waterproofing, maintenance, cold process, installing access ladders and roof hatches, fall arrest installations, or doing their own tear-off work. Whatever the process, you will need reliable equipment. Please take the time to look at your existing stock; analyze your position, make needed updates and deletions and plan carefully to profit by your decisions. You will, in all likelihood find hidden treasures in you yard. That will allow you to make excellent buying choices for your expanded operations.

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