

Machinery Buyers Guide

Written by one of the world's leading web handling expert and experienced machine designer along with a team of specialists, this hands-on book offers a step-by-step approach to investing in, acquiring and starting up web machinery. It is designed to assist plant-based personnel in the costing and planning of major machinery investment with a rigorous analysis of what needs to be done to acquire or replace equipment with minimal expense and maximum long-term efficiency, no matter what types of webs are being handled. The book ranges over the entire spectrum of machine buying from dealing with salespeople to the technical details of machinery design, contract formulation, financing and maintenance. Numerous case studies illustrate strategies to follow—and avoid—in purchasing standard, as well as custom designed, web machines. ----- From the

FOREWORD (by Craig Sheppard, Executive Director, AIMCAL) "The book offers excellent and practical advice on how to: · Define equipment needs and goals · Research the options · Prepare specifications and requests for quotes · Negotiate contracts · Make decisions based on facts · Examine options such as standard, custom and one-off designs or rebuilds The guide...explains what must be done for acceptance trials, startup and documentation. Other sections of the book examine expectations for the machine's first year and explore ways to address problems..."

[Woodworking Machinery & Equipment](#)

[1973 : 44th ed](#)

[Products and services, sections M-Z; names and addresses](#)

[Buyers Guide for Machinery and Apparatus](#)

[Machinery Buyers Guide, 1998](#)

[1996](#)

[Machinery Buyers' Guide 1979](#)

[The Annual Directory of Engineering Products and Services 1985](#)

[Machinery Buyers Guide. 2 Vols](#)

[Buyers' Guide to Plastics Materials and Machinery and Equipment](#)