



## **New and Innovative Products from the Marketplace**

### **Tips for Purchasing Software, Machinery and Tools:**

There is no substitute for knowing the difference between what you want, and what you need. The process of selecting products to increase efficiency can be very challenging, and will require a thorough examination of your requirements, and the product's capabilities.

It is best to start with a list of operational bottle necks and the performance criteria that any product would need to produce to ease that bottle neck (ie. Slabs cut per day, linear feet of polishing per hour, maximum thickness, and minimum thickness). Once a list of products that meet the performance criteria is created, the research phase begins.

During the research phase, review what demands will be placed on the product in your physical facility or if the machine is "too much machine" for your factory demands. Companies should consider data transmission, water requirements, compressed air volume, air pressure, and electrical requirements during this phase. System upgrades may be needed to accommodate the software, or achieve maximum production from the machinery.

Once the choices have been narrowed down, companies should consider the total costs (software, machine pricing, machine tooling, freight charges, installation costs including onsite technicians, and training costs). This process should help you prepare a fairly accurate budget of the total price of the equipment once installed.

Before a company buys equipment, the company should always ask for references from the manufacturer. Both happy and unhappy customers should be contacted so a company can gain a more complete picture of the manufacturer, representatives and the problem resolution process. Ongoing, scheduled maintenance costs should also be a consideration in the decision.

As always, all purchases should be in line with your company's strategic plan.

**2:30 pm: Booth 4092**

<b>Natural Stone Institute</b> Website: <a href="http://www.naturalstoneinstitute.org">www.naturalstoneinstitute.org</a> Featured Tools: Natural Stone University	
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**2:40 pm: Booth 3895**

<b>Infinity Diamond</b> Website: <a href="http://www.iknowatoolguy.com">www.iknowatoolguy.com</a> Featured Tools:	
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**2:50 pm: Booth 3888**

<b>Laser Products</b> Website: <a href="http://laserproductsus.com/">http://laserproductsus.com/</a> Featured Tools: Raptor Software	
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**3:00 pm: Booth 4272**

<b>Flow Waterjet</b> Website: <a href="http://www.flowwaterjet.com">www.flowwaterjet.com</a> Featured Tools: 200 Mach	
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**3:10 pm: Booth 4391**

<b>Measured Square</b> Website: <a href="http://www.measuresquare.com">www.measuresquare.com</a> Featured Tools:	
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**3:20 pm: Booth 4491**

<b>Quatrolift</b> Website: <a href="https://quatrolifts.com/stone-lifts">https://quatrolifts.com/stone-lifts</a> Featured Tools:	
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