

Q: When should we tell our wives about the impending purchase?

A: If you have ever asked your company to make an equipment purchase, you would be very familiar with the process. Do your homework and all of your window shopping ahead of time. Then be prepared to answer the following questions:

- Why the purchase should be made in general terms,
- What it will accomplish that current equipment will not,
- Features and benefits the item has which makes it your choice,
- Alternative items that would do the same thing, but cost less/more,
- Payback - saves time - makes the job easier/better/faster/more accurate, etc.,
- Accessories that either come with it or will be purchased as part of the package,
- Published or industry (internet) testimonials as to the superiority of this particular model/brand,
- Why the purchase should be made now.

Be prepared to argue your case just as you would before a committee at work. If you can't make a strong case for the purchase, perhaps you should reconsider.

Without being facetious in any way, if we approach our equipment purchases with this level of thoroughness, we will simply make better purchases. I recommend this approach for three reasons, 1) You will be less likely to make a mistake and get a tool you are unhappy with, 2) You will avoid purchasing a tool you won't use and you will make sure you get a quality tool that will do the job, 3) You are very likely to have this quality tool for 30+ years or more. This way you won't buy a crappy tool you hate that sits in the way for the next 30 years and makes you mad!

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