

# WESTERMANS MACHINERY INVESTMENT CHECKLIST

Use this checklist to evaluate welding machines, plasma cutting systems, and machine tools before committing capital.

## 1. DEFINE THE REAL PROBLEM

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- Is this investment driven by capacity limits, downtime, quality issues, or skills shortages?
- Have we identified where the current bottleneck is in the process?
- Are we solving the root cause, not just the symptom?

## 2. ASSES PRODUCTIVITY & LABOUR DEPENDENCY

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- Will this equipment increase output without increasing headcount?
- Does it reduce reliance on scarce or highly skilled operators?
- Will output be more consistent across shifts and operators?

## 3. EVALUATE DOWNTIME & RELIABILITY RISK

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- How often does our current equipment cause unplanned stoppages?
- What is the estimated cost of downtime per hour per day?
- Will this investment materially improve reliability and predictability?

## 4. CONSIDER GROWTH & FUTURE REQUIREMENTS

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- Does this equipment support our 3-5 year growth plan?
- Can it handle higher volumes, new materials, or tighter tolerances?
- Are we investing for today, or the direction the business is heading?

## 5. UNDERSTAND TOTAL COST OF OWNERSHIP

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- Have we considered energy costs and consumables?
- What are the expected maintenance & service costs?
- How quickly will the machine realistically pay for itself?



## 6. STRATEGICALLY COMPARING NEW VS USED

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- What level of reliability and predictability do we need?
- How important is speed to production?
- What warranty, testing, and support are available?
- Which option best protects cash flow and flexibility?

## 7. REVIEW SPEED TO PRODUCTION

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- What are the lead times from order to operation?
- How disruptive will installation and commissioning be?
- What training is needed for operators?
- How soon can the machine start generating value?

## 8. ASSESS AFTER-SALES SUPPORT

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- Is technical support readily available if any issues arise?
- Are spare parts accessible? Is this availability long-term?
- Is there a clear escalation path for downtime-critical issues?

## 9. SENSE-CHECK THE TIMING

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- Are we making this decision proactively or reactively?
- Have we explored all suitable options before committing?
- Are we confident this investment reduces risk rather than adds to it?

## FINAL CHECK

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- Can we clearly explain *why* this investment makes sense commercially?
- Does it improve predictability, not just capability?
- Would we make the same decision in 12 months?

The strongest machinery investments are the ones that reduce uncertainty, improve predictability, and support long-term growth.

Not sure how these questions apply to your workshop?  
Our team can help you review your requirements and explore suitable options.  
[Get in touch with the team.](#)