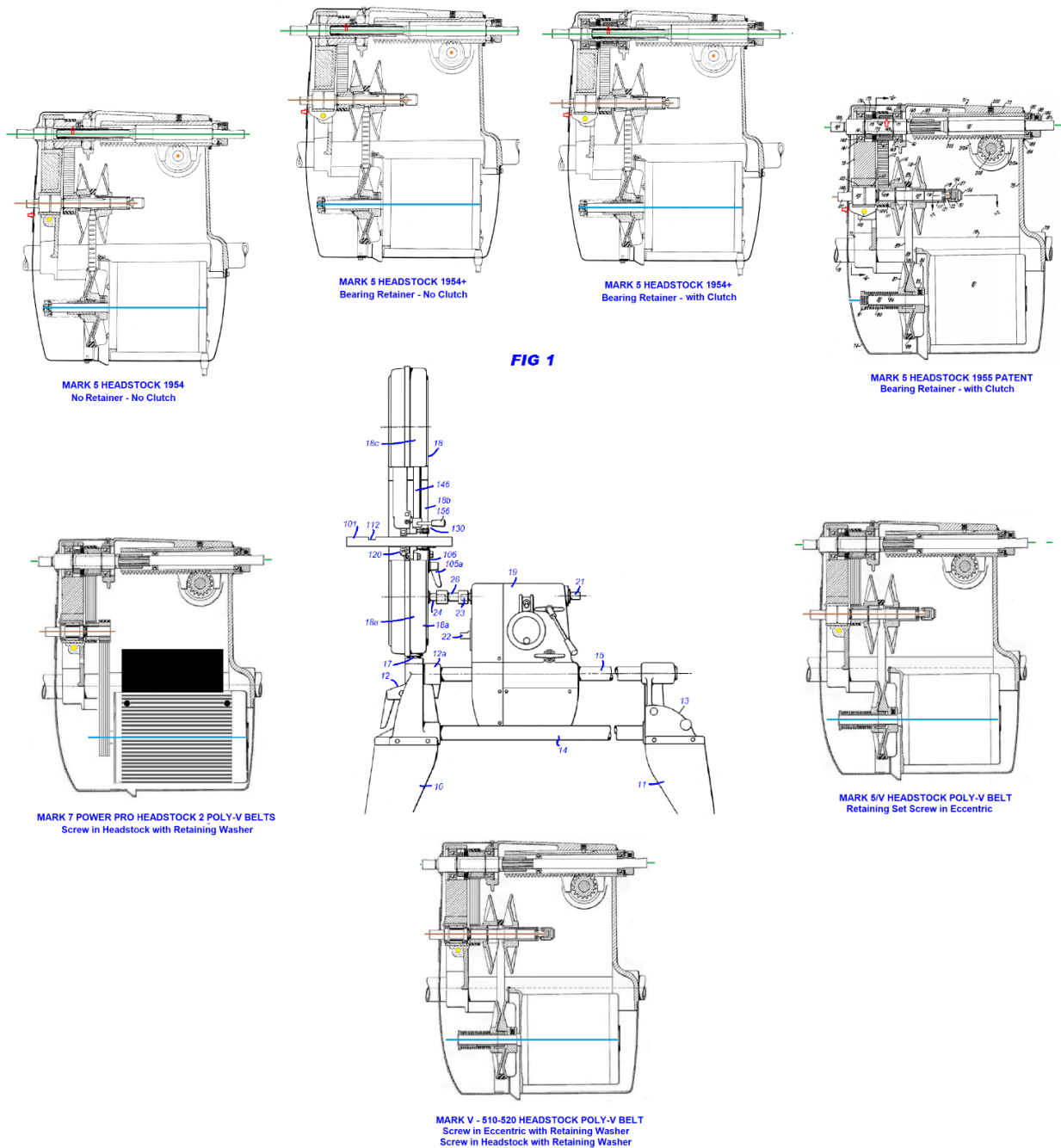


Negotiating Price

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There they both sit in front of you. There is a Shopsmith with a Bandsaw. The money they asked is in your pocket... What now?

Introduce yourself. Do not say; "I've been wanting one of these all my life", even if you have. You know that already, and the seller will gladly let you give away any bargaining power you have, with the first words that come out of your mouth, even on the phone or in the message, email, or eBay query.

The question is rather; 'Do I want THIS Shopsmith and THIS Bandsaw, at THAT Price?' Let's find out.

Get them talking about it. You want to know how they came across it, how long they have had it, who it was that used it, even what they made with it. That back story is good information, but it does not tell you about condition, and maintenance through the years, by them or previous owners.

Was it recently moved to the location just to sell it? If not and you can view it in its native habitat, there are things you can infer by how it located or cast aside in the shop, and where accessories for it are placed nearby for use. What other tools are there? Do they have prominence in the shop? How long has it been since it was used frequently?

If the Shopsmith unit has casters, do they freely lift and retract? Do they roll on the floor well or are they bent and out of shape?

Is it plugged in? Don't turn it on, unplug it.

Look at the plug. Is it grounded? Inspect the power cord for condition. If is dry and cracked it might not be wise to plug it in at all.

Before you think about turning it on, hand rotate the quill and feel how the bearings move inside it.

See if the Headstock can move back and forth on the way tubes.

Later, you will appreciate that it can when it comes time to load it as you can move headstock to one end, lift the other end into your trailer, pickup, or van. You then slide the headstock up the way tubes inside the vehicle and lock it in place. You can then lift the other end up and slide it in.

Unlock the quill. See if it can extend and retract smoothly.

Is the carriage free? Will it lock?

Is the table assembly easy to elevate and lock?

Will the extension table move up and down freely and will it lock in place on either end?

The "Buying a used Shopsmith" PDF document I published under the red **My Google Drive** link will help you understand what accessories should be standard with the model you're looking at. It and many

other documents and restored manuals too large to post in the forums as an attachment are there. There's even a 300+ page book.

They are free and donated to the worldwide Shopsmith community.

That Buying a Used Shopsmith document now has pictures of what standard accessories came with the base model. The original document written by Nick Engler and his Shopsmith staff was a checklist. I updated it some years back.

Make sure the bits and pieces are all there. Some are interchangeable, some are unique to the model as upgrades were made during the last 60 years.

For the table you will need the obviously the Table itself, the Miter gauge, the Rip Fence and Saw Blade with Arbor.

Shopsmith blade arbors are 1-1/4" as are Shopsmith blades. They sell a 5/8" Saw Blade Arbor for both the early 500 series, and the later 505, 520, 520 and Mark 7. They have bigger tables allowing 10" blades and require a different offset from the quill. They will allow you to use any of the 5/8" blades commonly used by your favorite supplier.

There should be a Tailstock, a #2 Morse taper dead center (maybe an optional live center), a Drive Spur for turning, a Face Plate for Turning, Lathe Chisels, A Sanding Disc, a Working Drill Chuck with a Key, and later machines had other features such as push blocks etc.

A Dust cover is a plus. If it's on the machine when you arrive and looks unwrinkled like it hangs there all the time - plus-plus.

The machine should be clean of accumulations of caked on sawdust and resins that would show you it had been used certainly, not necessarily cared for. If you can flake it off with your finger and a soft bristled paint brush, it's not been there for years.

If the rest of the machine paint is aged, but far less aged in the corners where accumulations were left for years, it means they cleaned off accumulations that were there for years before presenting it for sale.

It speaks to Maintenance not being performed. One is not likely going oil a machine frequently just to leave sawdust behind that will attract that sawdust.

Weathered paint on a Green Mark 5 is common, even surface rust. It's 60 years old and it wasn't primed as a separate step.

Don't just look for the accessories to be present, look at how they were stored if you can tell.

If someone took the time to properly store them for ready use, such as hanging on a wall, you may find the machine was well cared for by someone who used it, not just owned it.

If the owner/user is there asking them to show you how and where to oil it is a good idea.

That means you should research that to know if they know. If they don't do not say anything.
If they know that's good indication, they took excellent care of it.

It's supposed to be oiled every 10 hours of running time, cleaned and waxed with Johnson's Paste Wax.
If there's a can of that nearby, quietly chuckle under your breath.

If they are indeed the user and don't know how to oil it, that speaks volumes.

Ask them if they have some examples of things made with it. Take pictures of them if they allow. It adds to the provenance of the machine.

Owners with pride in their workmanship and craft is an easy way to break the ice and get them talking even it was their grandpa or grandma who made those things.

Remove the Bandsaw cover and manually rotate it slowly by the upper wheel. Listen and feel how smooth it is. Do the same with lower.

If there is a blade on it, it should be loosened (not tensioned) when not in use. A diligent owner will know to do that.

Now you do.

That too will give you an idea of how they cared for it.

Listening to the bearings and feeling those audibly grind or not will be something they too hear.

The bearings are replaceable.

See my Shopsmith Bearings Guide for more information.

The condition of the rubber tires under the blade can tell you a good bit, especially if they are new neoprene ones.

The upper and lower wheels should not be warped visibly when you rotate them.

Hold a pencil point just off the wheel edge in any comfortable fixed position and observe if it changes on any part of each wheel as you rotate them in a full circle.

If it changes front to back, the wheel is warped since it rotates in the same axis against that fixed point.

Wheels are available, but now you're getting into some increased costs. This may be a cost concern that can point out that will drop the price.

Still the Shopsmith Bandsaw is a superb Bandsaw but using one of those how to adjust your Bandsaw guides for other bandsaws won't help. They were made without the benefit of Shopsmith patents.

Some of the very patents on the Shopsmith Bandsaw are designed to eliminate the even a need for those adjustments done on other bandsaws.

Unlike other bandsaws the two wheels are designed NOT to be co-planar. That means their rotating axis are not parallel. The upper wheel tilts ever so slightly inward at the top.

It's part of the genius that allows every thickness of blade to track the back of the blade to the same point. You don't adjust the blade tracking to change blade size. That a major difference from all other bandsaws.

Find the plastic drive coupler and inspect it and the drive hubs.

If they don't have one or if theirs is cracked and brittle, you will have to buy one to use the Bandsaw. They are available.

Are the Drive hubs (that fit inside the drive coupler) still on the machine? They may be seized and rusted in place.

Take the Shopsmith Allen wrench and try to remove them, plus anything mounted on the quill shaft.

If the Allen screws are missing already someone knew they were seized.

If they are seized there is more work involved for you.

Ask if the blade on the saw is the only one they have.

On one I bought the fellow said oh, I forgot those and gave me 6 brand new blades he had on a shelf.

He also was stopping Woodworking altogether due to his health.

I asked him what kinds of wood he sawed on his Bandsaw.

He said oh yeah I won't be needing all this wood I accumulated either.

There was over 200 board feet of black walnut and curly maple that came home with me that day, all free.

If there's no wood there and this was the shop, that speaks some about use as well. They may have sold other tools already and this Shopsmith is the last to go.

I normally will ask the bottom price they will take and make the deal before I mention documents, extra blades etc.

I will talk about that next.

Ask for all the documentation and the service bulletins they might have in a file or binder. Good to have and sad to leave behind.

It's kind of nice if they have a picture of their grandparent with the machine back in the day. That too is provenance both to you and to someone you may ultimately sell to. If you know the history, you demonstrate you know that machine specifically.

After you have visited with them a bit, they will sense how it may be cared for by you in the future. They may want it to go to a really good home.

At that point, ask them for their bottom dollar.

Sometimes I have built enough trust in them that they don't hesitate to drop the price.

One lady told her husband you can tell your baby is going to a great home, and they gave it to me.

I believe partially because I had driven over 100 miles to get there and partially because of the trust she had built in me just getting acquainted.

Don't make it a theatrical performance, just be yourself, tell the truth and be respectful.

After you have agreed on price, asking about blades and other accessories and spare parts can yield another bounty.

I was given a failed 1 1/8HP motor and sheave set that just had debris in the centrifugal motor start contacts. The one in the machine was 5 years old, not 55. I gave it to a Shoptsmith buddy whose motor failed. He paid the shipping.

Visiting and getting to know the seller is a good thing.

Letting them talk about their Woodworking and the passion they have for their tools can speak volumes, and frequently save you money.

It's just about being nice and treating folks with respect.

They are far more interested if they are invested in the tool in seeing their baby go to a good home and have a future in Woodworking still than a few dollars.

If you're buying at an estate sale with no attachments to the hardware the Buying a used Shoptsmith document will help you point out to them things that are missing or need repairs.

That can save you real dollars. They are liquidating for someone and want it gone.

If it's broken or has missing parts Estate sale staff discount heavily. They have a buyer for a non-complete or non-working machine standing in front of them and have hundreds of other things that have to be liquidated.

Even if you don't buy anything ask them since you're there with a truck or a trailer if there's something they want you to haul off for them. Sometimes you can "haul-off" that scrap pile of wood. One guy I heard of was paid \$25 to haul off everything under a tarp out back.

There were 2x4's 2x6's, roof decking, siding, 3/4" plywood, roof felt, boxes of nails, and shingles. There was enough material to build a 12 x 12 shed. He just had to pour a concrete slab.

There are opportunities often to do something where things seem to fall through on original plans. By the way, he also got the tarp as well.

As always, this guide will help you evaluate the condition a machine is in.

It also will help you perform the service and mediation necessary to make ready a machine you bought to use or even resell.

These are things your buyers should be looking for.

They are certainly things you as an owner / user should take care of and be capable of instructing a perspective buyer to do.

Good luck and welcome to the family even if you're just 'engaged' in the search.

Oh, but wait, I don't know the names of the parts and how to identify what you are talking about.

Remember, the **Buying a Used Shopsmith PDF** I mentioned? It has pictures, even active links to places in the Shopsmith Forums that talk about the issues that I chose that specific picture for. It is an encyclopedic photo index to what you need to know, but don't so to speak.

Going even further if you're an owner already...

If you are a detailed buyer and own one already, take your own blade and arbor, mount it and make some test cuts on wood you bring.

The document titled **"What can a single Crosscut tell You?"** will illustrate the condition of the table and Miter gauge alignments. If it's off, you can demonstrate that to the seller. It may save you money.

The document **"My Method to The Alignment Process"** will tell you how fix any issues that single crosscut revealed.

It's obvious that if the saw is in proper alignment the original user received good results on their cuts. If they weren't that might be why they are willing to sell it. Demonstrating that it needs service and alignment may save you more money.

Please check out the Bandsaw section in the folders under My Google Drive. There is an extensively redrawn illustrated parts listing, and an extensive work that is a major initiative based on the original patent documents. **The redrawn illustrations alone are worth the read.**

Best of Luck, and you will find the Buying a Used Shopsmith document under link titled My Google Drive in the Maintenance and Repair Forum at the Shopsmith site.

Go safely make some sawdust, it's man-glitter some say.

Everett