

Blow Things Up!

Less than 1%
of demolition
includes
implosion
work





Then there is the Wrecking Ball.....





Wrecking ball is no longer made and rarely used any more.



Demolition has become much more sophisticated with the use of specialty





Shears





Concrete Pulverizers







High Reach's





Remote Control Equipment







Before...



After...





Assets and Liabilities

As an owner or manager success on a demolition project can come in the form of:

- Knowing your Assets
- Understanding your Liabilities



Asset: Something that has an associated value

Scrap: an old, discarded, or rejected item or substance for use in reprocessing or as raw material, as old metal that can be melted and reworked.

Metal



- Metals are a commodity
- Fluctuate with the market and economy

Steel market

■ 1980's \$65 per ton

■ 2007 \$600 per ton

Currently \$200 per ton

- Prices also vary per location
- Prices are generally adjusted on a monthly basis



Metals come in two forms:

Ferrous

Non-Ferrous





Ferrous: An iron based metal

Steel

Non-Ferrous: A non-iron form of metal

Copper Aluminum

Titanium Brass

Nickel Stainless Steel



What else can be an asset?







Motors



Furniture



Equipment



Structures





The value of all these assets have a commonality

"TIME"

Something is only worth what someone is willing to pay at that point in time





Liabilities - moneys owed; debts or obligations (opposed to assets)



Demolition and Liabilities

- Materials and Management
- Means and Methods



Materials and Management

Materials – *know your materials*

- Asbestos
- PCB's
- Lead
- Mercury
- Debris



Manage your Materials

Handling

Do not create a larger problem

Transportation

Correct vehicles and properly licensed to carry

Disposal

Correct facility and vet it



Means and Methods

Who you choose?





The Good

Reputable

Has a history

Strong Safety

- Has a good EMR
- Look for any violations

Strong Financial

Capable of bonding

True Understanding

• Knows the expected end result



The Bad

- Questionable reputation
- Safety shows increases in incidents
- Struggling financially
- Has to rent all equipment
- Qualifies to allow for change orders



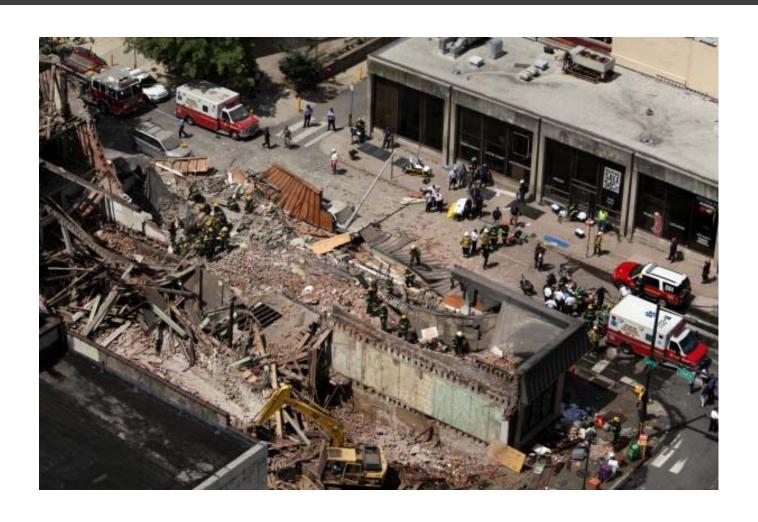
The Ugly

- Came back into business under another company name
- Left projects incomplete
- Offers unrealistic results
- Cannot bond project
- EMR above 1.0

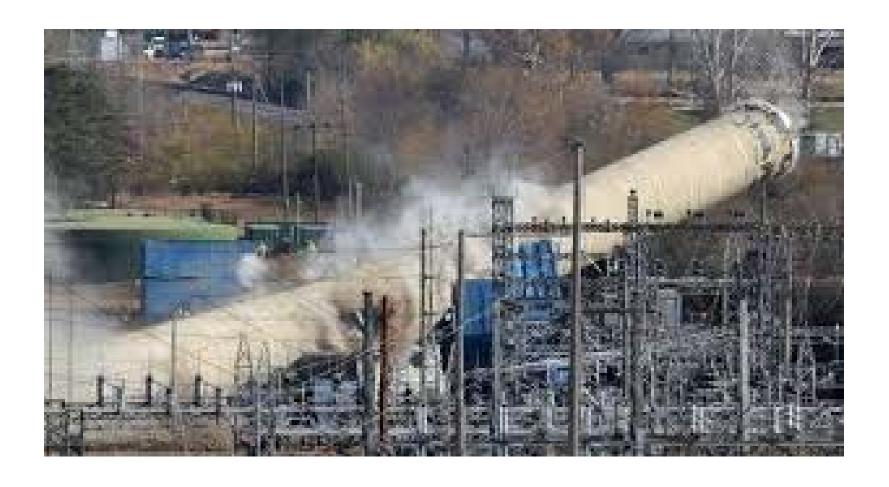














Assets = +

Liabilities = (-)





How do you maximize your assets and minimize your liabilities?

Responsibility

and

Knowledge







Responsibility

Maintain your assets

- Do not devalue assets by simply ignoring them
- Do not create costs by ignoring and not maintaining your assets







Responsibility

Manage Time



Vs.



Just like a car – a new version in good shape is worth more than an old version in bad shape



Knowledge

- Good Contractor vetted
- Quantify what you have
- Understand what you have
- Develop a sound plan
- Know and understand the finished product you are looking for

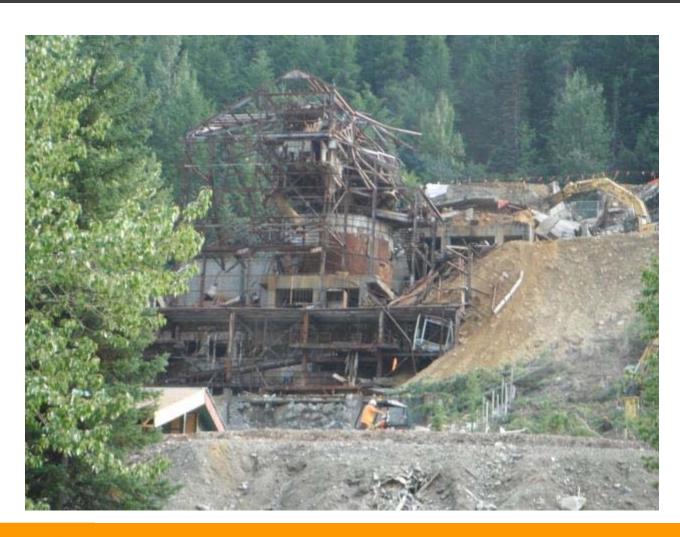


Understanding your Assets Understanding your Liabilities

 Demolition is the only contracting business where the owner has the opportunity to get paid for the work that is done

 How much that payment is depends on understanding your Assets and Understanding your Liabilities

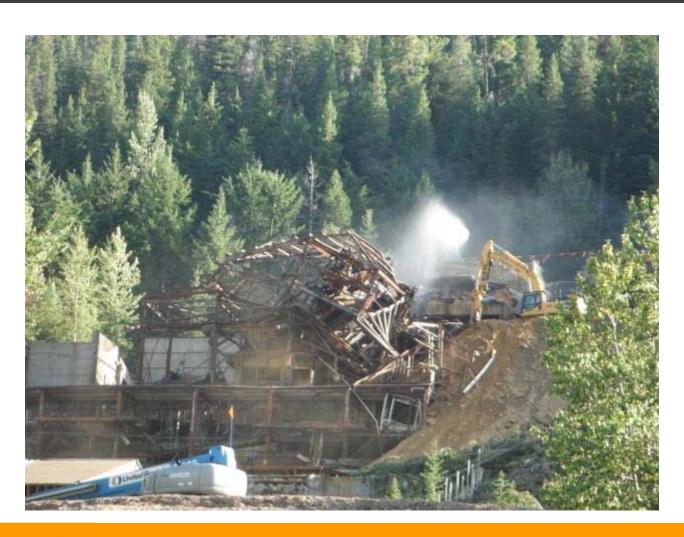






















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