

Board Questions on Used B Stock Gear Purchased from Bexel 12/14/2015

Here is the additional info on the used/B stock gear purchase from Bexel.

Unlike many rental companies, Bexel maintains a policy of keeping everything that is for rent available for purchase as well. This keeps only the latest gear in inventory and apparently creates some tax advantages for the parent company, Vitec. In many cases this equipment has only been used once or twice and has been well maintained by their shop.

We have taken advantage of this situation several times in the past, and we have never had an issue. Some of the things that we have purchased from Bexel for the old truck include:

Two complete Sony 950 triax camera chains with lenses and viewfinders (these have been considerably more reliable than the 4 chains we purchased new)

Two Canon 33x1 long lenses

Deko HD 3000 Character Generator

Four Aja FS-1 video converters

Two Aja Hi-5 video converters

Over the years and with purchases split between Auxillary Services and the District, these purchase total around \$70,000. With the exception of the two cameras and the two lenses (which are standard def and won't work in the new truck) everything that we have purchased will move to the new truck. There have been zero issues with the used gear.

In some ways, the lightly used gear is better than new, because it has already been tested and used in a broadcast environment, and any manufacturing issues have already been resolved.

In the case of the most expensive component, the Evertz EQX router, this equipment was purchased for the short lived Fox series Utopia. The series was supposed to run for at least 3 seasons, but was cancelled after 6 shows, leaving a lot of really expensive equipment needing to be amortized. Since this is such a large router it really isn't practical for the occasional rental market, so Bexel is trying hard to sell it. Since this router is a great size to support future growth of the truck and it can be upgraded to 4K IP video, it is an excellent purchase for us. The router is really the heart of the production truck and is the core component for distributing all audio and video signals, so it is very important.

The warranty on all these items is negotiable, and we would set the start of the warranty period to the beginning of our technical construction of the truck, probably around June 2016. We will try for a 90 day warranty on all this gear.

As you can see from the attached spreadsheet, the average savings on these purchases is around 54%, which is an outstanding opportunity. By buying this equipment, we end up with much better technology than we would have buying this gear new.

This truck represents a substantial investment on the part of the District and will have a lasting impact on my reputation at the college. I wouldn't be recommending this purchase if I wasn't entirely comfortable with the concept of using this gear as the core of our systems.

Please note that any equipment on this list could sell tomorrow, so the final composition of the purchase won't be set until we actually place an order.

Finally, please remember that the College ran quite successfully on a used IBM mainframe, and that was certainly a bigger risk than this purchase.

Let me know if you have any additional questions!

Bill Eastham

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