

USED EQUIPMENT DEALERS...

YOUR RESOURCE IN TOUGH ECONOMIC TIMES!

Quality Used Equipment saves Time & Money

Today's competitive economy demands efficiency of every organization. Evaluating your current strengths and weaknesses can lead to creative ideas for an improved business operation. Sometimes those ideas demand consolidation and reorganization of your storage or manufacturing facilities. If your reorganization calls for a reduction in equipment or facilities, then the sale of unwanted or surplus equipment can help to finance the changes or provide needed cash flow for ongoing operations. Or, your plans may require the specifying and purchasing of new, more efficient plant equipment. In either case, your task can be simplified, *and* you can save money, by working with a Professional Used Equipment Dealer.

A Professional Used Equipment Dealer can help you in several ways with consolidation and reorganization projects. First of all, professional dealers are always looking for quality used equipment for their inventory. The sale of your unwanted equipment brings an immediate influx of cash into the company and frees wasted space in the shop or warehouse. This can help you provide the financing you need for other projects and gives you the space for needed growth or increased warehouse capacity. If you need to add to your existing equipment, Used Equipment Dealers can often match your existing equipment with used equipment, providing the additional components you need. Even when new equipment is required, you may be able to obtain quality used equipment that is suitable for your application. Most reputable dealers purchase only quality used equipment that is in ready-to-use condition. Used Equipment can even be available that rivals the condition of new equipment.

There are other benefits for you when you decide to investigate Used Equipment options. First of all, used equipment is usually *in stock*, ready for immediate shipment. There are none of the long lead times you face with new equipment and there are considerable freight savings if the used equipment is stocked locally. Secondly, used equipment can save your company 30% to 50% over the price of new equipment. The price of used equipment will depend on product availability, condition, and quantity purchased. Many Used Equipment dealers also sell new equipment. They can provide cost savings by supplying part of an order with used equipment from their stock and filling the balance of your requirements with new equipment.

There will be times when the product you are requesting is not available from your local dealer. The well-networked Used Equipment Dealer is able to locate equipment that may be more plentiful in other areas of the country. Even with a slightly higher freight

cost, the overall price can still be lower than the cost of new equipment. Since your exact specifications may not be immediately available in used equipment, you need to know what flexibility you can have in your size or layout and still accomplish your goals.

There are two key points to be considered before making a purchase of Used Equipment.

The first and most important is to **know the dealer**.

- How long have they been in the Used Equipment business?
- Do they respond in a professional manner to your requests?
- What references can they give you in your field of business?
- Can they handle all the freight & installation details if required?

The second is to **know the equipment**.

- The equipment should be available for inspection: in person, by videotape, or with photographs of the equipment.
- What would be the cost of comparable new equipment? Your Used Equipment Dealer should be able to give you a quote if you have not received one prior to the purchase of the used equipment.
- Will parts be available (either used or new) for this equipment in the future?

Be prepared for different payment terms than you are used to for new equipment.

Since Used Dealers pay cash for the equipment they buy, they need to be paid sooner than a new dealer who receives terms from his suppliers.

There are important considerations in any purchase you make for your company. With the right Used Equipment Dealer, you can save time and money as you improve your operation's efficiency.

For questions or help with any Pallet Storage Rack Application:

**Call Preferred Equipment Resource at 800-711-8698,
e-mail us at: info@prefEQ.com,
or visit our website: www.prefEQ.com.**