

The 8 myths of used process equipment.....

.....And some surprising facts you should know.

Buying used or second hand equipment can provide significant cost savings against purchasing new, but many people are deterred by the plethora of myths that surround the industry. This article takes each of these myths in turn and exposes them, so that you and your company don't miss out on the savings that can be achieved. This can run into thousands, even hundreds of thousands of pounds.

Myth 1: There is no guarantee that used equipment will work.

Unfortunately, you often get what you pay for! Although they may be a little more expensive, a reputable dealer will undertake many more checks before they even get the equipment into their stock and even more before it is sold on to you. A good dealer should also allow you to inspect before you buy, if you can't make it to their site then ask for a video to be sent to you of the equipment to confirm it is in working order.

Myth 2: You can't buy spare parts for a used machine.

This commonly held belief is simply untrue. Additional parts can be sourced for any machine. If a part can't be obtained from the OEM it may be possible to locate it from a different used machine (especially if the dealer holds a large amount of stock). Alternatively, a good dealer will have relationships with engineering companies that can make the parts from the original drawings of the unit to its original specification.

Myth 3: There will be no documentation available.

Most used equipment is still accompanied by its relevant technical documentation and user manual. If it is not available the OEMs can supply them and a good dealer should be able to organise this for you. Often you will find that the manufacturer's warranty is still available, or there may be an option to extend this. Again, a good dealer should be able to organise this for you. Finally, make sure your dealer provides you with documentation concerning the environment and processes the equipment has been operating in. This information is required in order to meet HSE requirements for material handling, so make sure your dealer can provide it.

Myth 4: The equipment will not meet your requirements or current legislation

Sometimes this can be true for an older piece of equipment, but even if this is the situation it can be modified to ensure it does. Most dealers will offer this service in-house or will work with the OEM or an engineering company to provide it.

Myth 5: I won't save that much compared to buying new

Obviously the cost varies from piece to piece, but the average is around 50% of the cost of new. There are additional costs you must consider, such as packing & crating, transport, unloading, installation and commissioning, but you would incur these on new equipment as well.

However, the savings most people overlook when purchasing used equipment are those that are not directly cost related. For example, when you purchase a piece of used equipment it will usually be in-situ in a fraction of the time. This means that you can have your processes up and running in a shorter time, and therefore making money more quickly

Myth 6: I won't find my exact specification on the used market

From our own experience, we can honestly say that nothing is impossible to find on the used market. Find a dealer who has a global presence and contacts to make the search easier. Such a dealer will also have experience of working with clients across a number of industries. They will have developed the knowledge of which equipment can be used, or modified to function, across a multitude of processes. So even if your exact specification is not available, they should be able to find a suitable alternative unit.

Myth 7: It's too much hassle buying used

Buying used should never be a hassle! With a good dealer, all you will need to do is provide some brief information and let the dealer do the rest. Typical information you should provide includes specification, preferred manufacturer (if any), the process it will be used on and the timescale.

Copies of documentation, photographs, technical drawings and video clips of the unit should allow you to make your decision without you even having to leave your desk. A good dealer should also be able to organise the additional services, such as shipment and installation for you.

Myth 8: It may not work on my process

Most good dealers will offer a trial period where you can take the unit to our site and use it on your product for a fixed period to ensure it is right for your process. You may even be able to perform the trial at the dealer's facilities. Alternatively, you may be able to organise a rental from the dealer. This is very useful in situations where the equipment works for the process but it is not clear if that particular process will need to continue for any period of time.