

A photograph of an industrial facility, likely a refinery or chemical plant, featuring large storage tanks, complex piping, and metal walkways. The image is partially obscured by a blue gradient overlay.

Purchasing Reality Check eBook

Debunking Common Myths About Buying Pre-Owned Equipment

EQUIPNET

An EquipNet Certified eBook
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Myth:

Pre-owned is just a fancy way of saying “used equipment”

Reality Check:

Not all pre-owned equipment is used. Some new equipment is delivered and the seller doesn't need it anymore due to a project cancellation, an order error or even a plant closure. This is particularly true of MRO equipment and spare parts since many companies purchase replacement parts before they need them to reduce the potential for production downtime.

Leading global manufacturers often install and test equipment before it's identified as surplus and posted for sale. This testing process actually adds to the value of the items since the buyer has documented evidence of the equipment's functionality.



Myth:

Auctions are the only way to purchase pre-owned equipment

Reality Check:

While auctions are one way to find what you're looking for, they aren't the only place where companies can get a great deal on pre-owned equipment. Thousands of high-quality and well-maintained items are listed on the EquipNet MarketPlace™, the largest online venue for pre-owned equipment from the pharmaceutical, biotech, chemical, laboratory and consumer packaging industries.

Buyers can even place an "Equipment Wanted" posting on the MarketPlace™ or have the EquipNet sales team search for a particular item they are looking for.



Myth:

Buyers can't inspect pre-owned equipment prior to purchasing

Reality Check:

EquipNet not only provides potential MarketPlace™ buyers and auction bidders with an opportunity to inspect equipment during a designated period prior to purchase, we encourage it.

EquipNet also offers the option to hire experienced equipment specialists and/or engineers to perform the inspection for you and determine whether the piece of equipment will meet your specifications.



Myth:

You can only buy equipment that is located a truck ride from your location

Reality Check:

Limiting your options by geography is not necessary or even recommended when purchasing pre-owned equipment. Sometimes, getting a great deal on just the right piece of equipment is worth the cost of shipping it to your location. The EquipNet Worldwide Logistics Team works with buyers to arrange for affordable shipping as well as related services like crating, palletizing, rigging and removal, installation, customs and insurance.

EquipNet does business in almost every country in the world and has dozens of ongoing projects in multiple industries and regions. There is a good chance that we have equipment to suit your needs within your geography.



Myth:

When buying pre-owned equipment, you never get to speak to anyone — it's all done online

Reality Check:

Reputable resellers will have an experienced sales team providing exemplary customer service at every step of the buying process. EquipNet's mission is to "create raving fans with everything we do." We recognize that customer service is perhaps even more important when buying pre-owned equipment to provide you with peace of mind. We recognize that mistakes can occasionally happen, but we pride ourselves on resolving them to our customers' satisfaction.



Myth:

Pre-owned items are cheap, you can't find high tech or late model items on the secondhand market

Reality Check:

Lab and analytical equipment is one of the fastest growing categories of pre-owned equipment available on the EquipNet MarketPlace™. Leading global biotech and pharmaceutical companies that do not receive FDA approval or the necessary funding to move forward with production are often forced to sell their idle equipment for a fraction of the cost they would pay for buying new, lower-end items.

The EquipNet MarketPlace™ also lists computer assets and late-model equipment from chemical, electronic, and consumer processing and packaging companies.

To learn more about purchasing pre-owned equipment, contact your local EquipNet representative:

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