

The Benefits of Buying Used Equipment



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Introduction

Making decisions regarding your business operations can significantly impact the bottom line. It's important to fully evaluate an opportunity before making key decisions, such as what jobs to accept and the type of equipment that is needed for an upcoming construction project.

One of the most important decisions you, as a business owner, can face is deciding whether to utilize new or used equipment. Compared to the high cost associated with purchasing new equipment, used equipment can provide substantial financial benefits, while providing the same level of dependability, durability, and high performance.

In fact, used equipment offers more value than simply being a cost-effective option that provides the same performance you expect. Keep reading as we uncover the benefits of what makes used equipment so appealing for businesses that put these machines to work in different conditions and applications.



Why Buy Used Equipment?

Key benefits that encourage business owners to opt for used equipment:



The purchase price is less expensive than new equipment.



Lower acquisition costs.



In most cases, a wide range of quality used equipment is immediately available for purchase, unlike new equipment that must be ordered.



Acquiring used equipment is ideal when equipment needs to be available but isn't used daily.



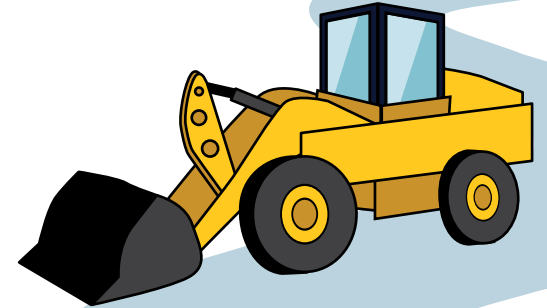
Dealer coverage plus parts and service support are available when you purchase used Cat® equipment.



Cat is a reliable, trusted brand that is known for retaining its value.



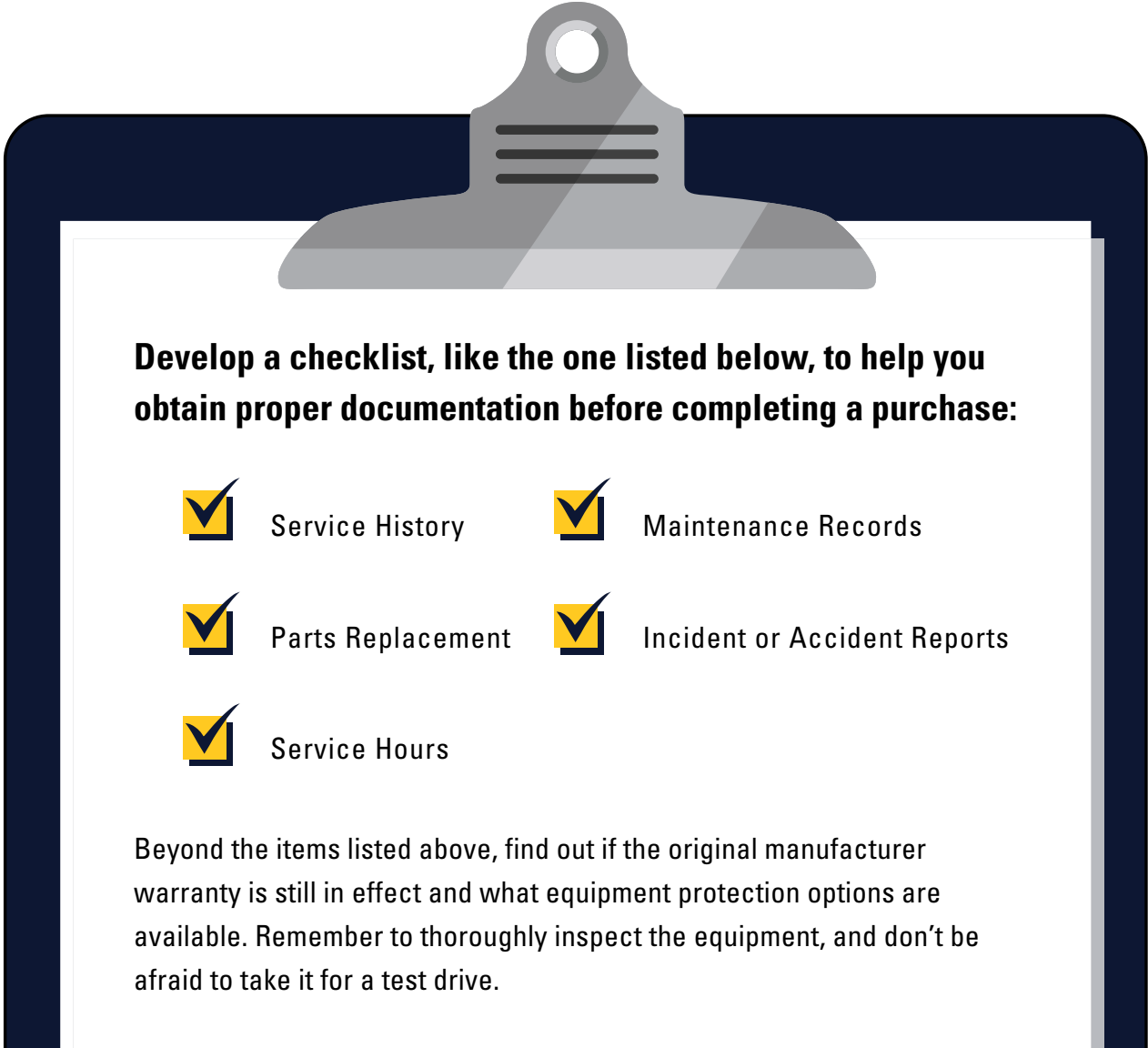
The financing, protection, and prevention solutions offered by Cat Financial empower you to choose the best option for your business needs.



What to Look for When Buying Used Equipment

How do you know you are getting the best, most reliable equipment possible?

We suggest working with a Cat dealer sales representative, who can offer invaluable assistance throughout the process of purchasing used equipment. Their unmatched expertise and knowledge about the equipment and maintenance history can help ensure you are making the best choice for your business.



Develop a checklist, like the one listed below, to help you obtain proper documentation before completing a purchase:

- Service History
- Maintenance Records
- Parts Replacement
- Incident or Accident Reports
- Service Hours

Beyond the items listed above, find out if the original manufacturer warranty is still in effect and what equipment protection options are available. Remember to thoroughly inspect the equipment, and don't be afraid to take it for a test drive.

Financing Options for Acquiring Used Equipment

Financing can lessen the burden of purchasing used equipment by spreading the cost out over a specific period. Cat Financial offers financing options for used Cat equipment that can help companies address the unique needs of any business.



The **finance lease** focuses on ownership at the end of the lease period and features benefits like 100 percent financing for qualified customers.



The **loan** option focuses on acquiring equipment and includes variable terms, rates and lengths, while offering flexible payments and skip payment plans to accommodate businesses that experience seasonal fluctuations in annual revenue.

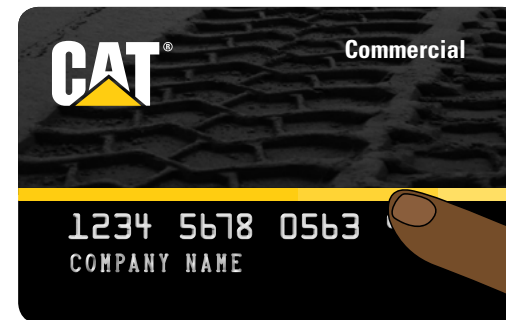
Protecting and Servicing Used Equipment

Keeping equipment up and running on the jobsite is crucial to the success of your business. Cat Financial offers a variety of equipment protection and extended service coverage options to help minimize the downtime of used Cat equipment without breaking the bank.



Equipment Protection Plan

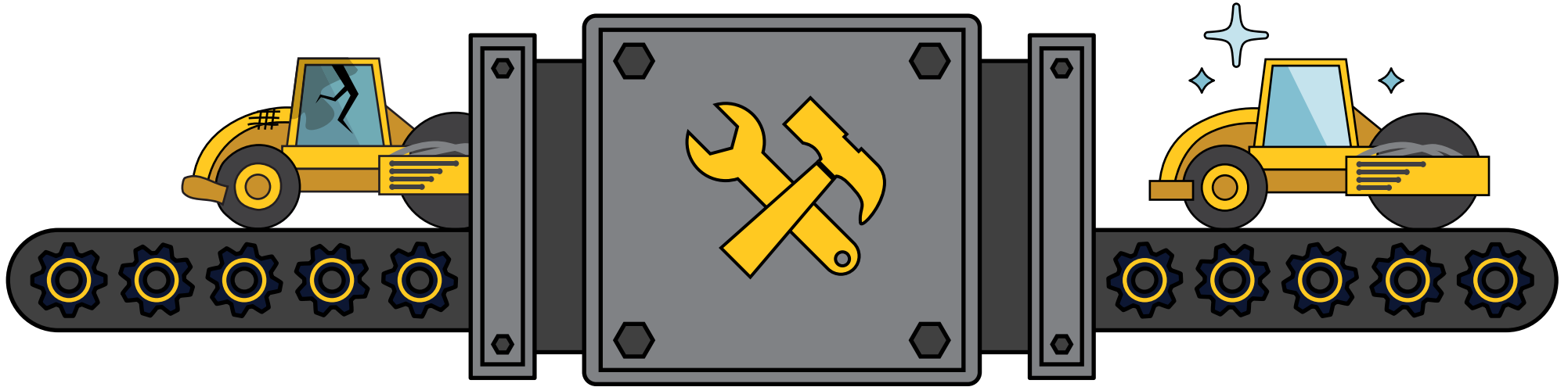
Select from four levels of protection to meet your budget, frequency of use, equipment type, and other factors that contribute to wear and tear.



The Cat® Card Program

A flexible payment program that offers commercial financing options for parts, service, and other equipment needs.

The Power of Cat[®] Certified Used



Cat Certified Used equipment goes through a rigorous restoration process that gets a machine as close to new as possible. Starting with well-maintained used equipment that has low service hours, Cat service technicians and dealers conduct detailed inspections of component parts and systems, then make any necessary repairs before bestowing the Certified Used designation on the equipment and offering it to businesses.

The major benefit of purchasing Cat Certified Used equipment is securing equipment that has been thoroughly inspected and will operate like new, at a significantly lower price point than equipment that is fresh off the production line.

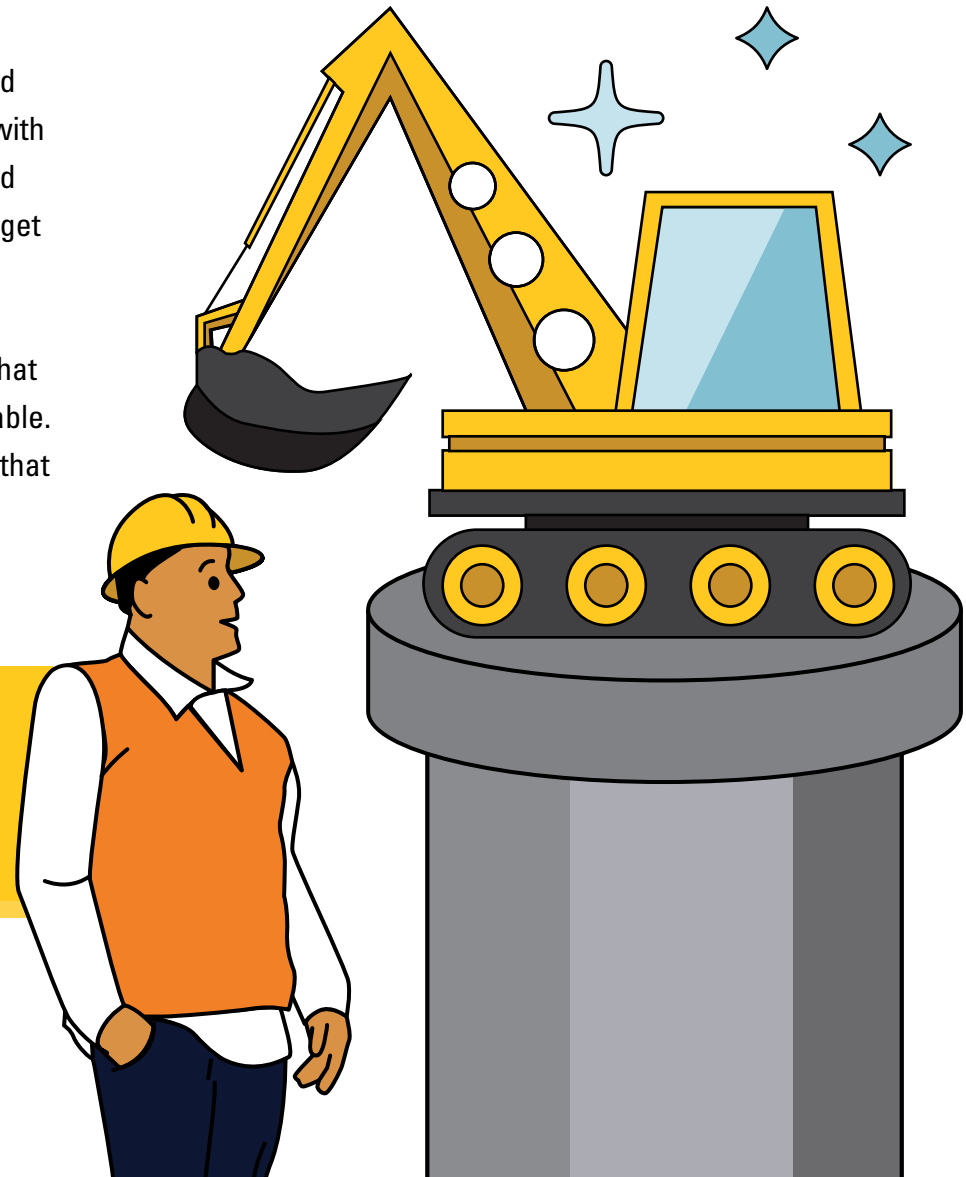
Learn more about [Cat Certified Used equipment](#) and [Cat Financial used equipment options](#).

Making an Informed, Strategic Decision About Used Equipment

Finding the right used equipment is crucial when your business needs to expand operations or replace old machinery. Choosing Cat used equipment combined with understanding the benefits of buying used, receiving proper documentation, and thoroughly inspecting the equipment are just some of the ways you are sure to get the quality you expect from Cat machines.

Be sure to review the competitive financing solutions offered by Cat Financial that have been strategically developed to make purchasing equipment more affordable. Remember to protect your investment with the right equipment protection plan that aligns with your business.

Sign up for the Cat Financial [weekly newsletter](#) to receive updates on our used Cat Financial equipment inventory so you'll never miss out on finding the perfect piece of equipment to complete the job.





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