



eGUIDE:

10 MUST-ASK QUESTIONS WHEN BUYING USED MACHINERY



How to ensure a quality used machinery purchase



MACHINERY
MARKETING INTERNATIONAL



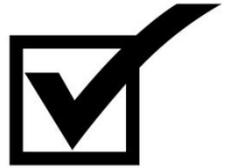
10 Must-Ask Questions When Buying Used Machinery

From high-end fabrication equipment to state-of-the-art CNC machinery, you can find an excellent quality used machine that can produce high-quality parts, without spending excessively. Before investing your company's valuable dollars on a used machine, you need to consider a variety of factors to help assess the machine's value to your company and, ultimately, to your bottom line.

Listed below are 10 questions that will help you assess a machine's value and usefulness to your business while you are looking to buy used machinery:

1 Why Buy Used?

Used machinery can be more reliable than newer machines and experiences fewer "glitches." The glitches that may have occurred have already been found, tested and fixed on a used machine. You can also save a lot of money when buying used equipment. When using an intermediate seller like MMI, you can be assured that all used products have been inspected for quality.



2 Is the Machine in Good Working Condition?

Whether buying used or new, it is always best to test a prospective machine whenever feasible or to receive start-up guarantee assurance. This is a precaution to be sure that the machine is in good running order before final purchase. Many companies can provide arrangements to allow a prospective to test the machine on-site before the purchase is completely binding. Most sellers will not sell an out of order or defective machines, but it is always smart to check.

3 Should I Use a Machinery Broker?

A used machinery broker will match you up with the right machine, specifically because brokers have the contacts and resources needed to connect buyers and sellers with the right machine, often times





directly from end users. By enlisting the services of a good broker, you can save time and money and be assured that you are getting a good value. A broker is a knowledgeable and experienced entity that knows the local market, has contacts in the global market, and can evaluate the technical worthiness of machinery. Some brokers, such as MMI, have online auction platforms in addition to conventional buying and selling methods, allowing maximum exposure and opportunity to find the right machine.



4 What is the Spindle Time?

Checking spindle time helps to ensure that the run-time percentage is appropriate and feasible for your company's needs. However, be aware that hours can be reset on particular controls.

5 What is the Serial Number?

The serial number will help you to do any necessary homework on the machine's history, providing insight to the value and details of your purchase.



6 What Are the Dimensions?



You do not want to purchase a machine and bring it to your location only to find that it is too large for your space! Be sure to get basic measurements to ensure that you have, or can create, an appropriate space before making a final purchase. MMI provides information such as basic measurements on each item specs page.

7 Are Service Records and/or Inspection Reports Available?

These will help you to see how well the machine was maintained and to identify potential problems. Most sellers will be able to provide these.



8

Which Materials Was the Machine Cutting?



Aluminum-only means less wear and tear, while materials such as cast iron may prove to be problematic later on. The seller should be able to provide this information, and you can determine how the machine's history may impact the future role it will play in the productivity of your business.

9

Are Photos and/or Video Available?

You can view the quality and maintenance of the machine with good quality photos and video in many cases. We all know a picture is worth a thousand words. When dealing with idle assets and used equipment, a picture can also be worth thousands of dollars. A photograph lets you know how the seller maintained the machinery at a glance, along with showing the unit's options and strengths. Video footage of the machine's features or showing the machine running is a bonus.



10

Should I Buy a Brand Name?

When it comes to buying machinery, brand plays an important role, especially when you are looking for used items. Buying branded and well-reputed used machinery can assure you about the quality. In addition to this, it is very easy to get spare parts for a branded machine in case of future repairs. On the other hand, if you go for non-branded products, locating necessary spare parts can prove a difficult task.

TRUMPF



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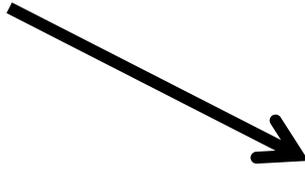




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Once you have assessed these factors and determined which are most important in your purchase, you can feel confident that the used equipment you are buying will meet the needs of your business.

You may be wondering where to find high-quality used equipment. Buying used machinery from a company like MMI allows you to save without sacrificing quality. If you are in the market for used machinery, one of MMI's machinery consultants can help answer your questions quickly and definitively, making the acquisition process seamless and productive for you and your facility.



MMI-Direct.com lists dozens of machines each week that are available for cash purchase or auction bidding through MMI's two auction sites, **mmi-auction.com** and **machinetoolbids.com**.



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<http://mmi-auction.com>

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TO GET ANSWERS TO MORE OF YOUR BUYER QUESTIONS OR TO FIND A SPECIFIC MACHINE, CALL **312-226-4150** OR E-MAIL **INFO@MMI-DIRECT.COM**