

Packaging Equipment: Buying New, Re-Furbished or Used?



Making the Right Decision....

With the Packaging Industry changing at a dramatic pace, entrepreneurs may assume that buying the newest **packaging** equipment available is the best option. But that's not always the case. It's important to assess your needs first in order to decide whether new, used or refurbished **packaging equipment** is the best choice. You will need to consider if your investment will help you deal with a temporary increase in demand? Or are you facing long-term needs? Here are some things to consider.

Buying Brand New

The most obvious benefit of buying new packaging equipment is keeping pace with industrial change. New equipment can increase the competitive edge and enable you to run lines more efficiently. Many manufacturers of packaging equipment provide a **basic one year warranty and options to purchase discounted "extended" warranty/service plans**. This offers "piece of mind" if with longer periods of downtime or constant repairs; and if you do experience issues with your new equipment, there is the added bonus of a guarantee depending on the manufacturer.

But buying new equipment can also be your most expensive option. Before you make that important investment, be sure you carefully evaluate your short-term and long-term goals including the need for financing. You may also have to budget over the initial estimate to include training; initial set-up; and operational downtime that could occur.

Refurbished Equipment

Refurbished equipment is often a good alternative, especially for businesses that are just getting started or are trying to expand. This equipment is usually fully disassembled, repaired, upgraded and reassembled. Not only is the cost lower than new equipment, but **warranty** and **customer-service support** may still be included depending on the equipment manufacturer.

If you choose the “refurbished” option, make sure you know your expectations for the performance of the equipment. For example, if you're looking at your production requirements, keep in mind that there may be some risk - such as downtime – involved so be prepared.

Another thing to consider when looking at refurbished equipment is to confirm whether you are buying brokered or used machinery without service options or manufacturer's warranties. Ask your sales representative for **warranty information, equipment guarantees and after sale support**.

Used Equipment

This can be the least costly option and your overall expenses may be a small percentage of the original price. By doing your homework, you can seek out distributors that offer both new & used equipment to help you find the lowest price. You may even luck out and come across a great DEMO Unit for third of the cost! Some companies may even offer to ship the equipment to you without a rebuild, warranty or support of any kind. This can save you further on your budget without sacrificing the bottom line. However this means you are responsible for carefully checking the condition of the equipment, which isn't always easy. Some distributors of Used Equipment may have technicians or after sales specialists to help you with your purchase.

Another thing to keep in mind if you are buying used equipment is that you will have to provide good documentation and support on why it is a better idea to buy USED over other options.



Safety considerations

Whether you buy new, used or refurbished, it's very important that the packaging equipment being considered meets ALL safety standards. Do your homework! In manufacturing, you may want to consider operational tools, production lines, equipment foot print and lifting equipment to ensure that they meet the safety requirements of your industry. Further considerations can be given to noise, electrical and other safety regulations.

And lastly, do not rule out if the equipment you are considering should be designed **ergonomically** to prevent personal injury to those using it. What may save you money initially, could cost you a lot more down the line if you do not perform **due diligence** upfront when purchasing **industrial semi/or automatic equipment**.

Financing and consulting

Once you've chosen the right equipment option for your business, be sure to ask about the appropriate financing. Many [financial institutions](#) can assist you purchasing new, used or refurbished equipment that will help you increase your productivity, remain competitive and improve OR **automate your production line**. In some cases, you may be able to get additional financing to cover the cost of any installation and training set-up fees too; can't hurt to ask.....

Finally.....

Before any consideration is given, ask yourself:

- Where does this purchase fit into the operational or production-line strategy?
- Will it really help increase productivity or meet increased demand?
- What are the short-term/long-term goals for growing the business?
- What is the main priority when deciding between NEW, REFURBISHED or USED?

Although there is no exact science to making the right business decision; each company has different needs and budgets. Try to buy smart and feel good about your investment by really researching the options and making considerations that will benefit your business overall.

How We Can Help

At [Best Packaging Systems](#), we are able to provide our customers with the options they need to make the right decision. Our trained and experienced sales staff can help you through the process, from beginning to end. At **Best Packaging**, [we service what we sell](#), so we were are able to provide you with options for **NEW, Re-FURBISHED and USED equipment**. Working hand in hand with the leaders in **Packaging Manufacturers**, we have access to experts in the field to help in finding the right solution for what may work best for you; now – and in the future.

For more information on our [NEW, REFURBISHED and USED](#) Equipment, click here. Call us Today.....we are here to help! 1-877-484-4440 or visit our website www.bestpackagingsystems.com

