

## Why Pay for New when Used Machinery is in Abundance Online?

There are three primary reasons why cost savings are so valued. The first simply being that cost savings have a beneficial effect on the bottom line which is good news for any purchaser. The second is that any savings can be reallocated to the purchase of additional equipment and potentially improve efficiency. The third is that higher quality, more effective and efficient used machinery can now be brought in for no additional overall expenditure.

Traditionally, used machinery has largely been bought and sold through local auctions and sales. New machinery and used machinery is sometimes surplus to requirements, sometimes available through insolvency. Farming and construction publications also display advertisements for new and used machinery.

In recent years a vast new market in used machinery has evolved driven by the Internet, including numerous industry related sites offering huge data bases of equipment much of it with detailed specifications and images and sophisticated search options to help you find the specific machine to suit your needs. Products from a range of well known manufactures such as Bobcat, Case IH, Caterpillar, Claas, Fiat-Hitachi, Fendt, Ford, Hitachi, Ingersoll Rand, JCB, John Deere, Komatsu, Leibherr, Link-Belt, Massey Ferguson, Steyr, Valtra, and Volvo are all readily available.

Not only has purchasing of [used farming machinery](#) and plant machinery never been easier, it's also never been better value for money. Online competition is hot and so are many prices. From tractors, sprayers, spreaders, tippers and trailers to irrigation equipment, pumps, mowers and harvesters it's all out there and it's often excellent value.

The usual advantages of buying online can all be seen to apply to machinery:

1. Price: items are usually cheaper on the Web because of online competition. Storage, staff costs and overheads in general tend to be lower.
2. Convenience: purchasing can be much easier on the Internet. It can be done at home, at a convenient time and be very quick.
3. Breadth of choice: Internet shopping allows you access to a wide range of suppliers all around the world. Online suppliers can also carry a much larger stock by aggregating products from a range of smaller suppliers or acting as a dealer portal.
4. Quick delivery: most Internet sites are able to deliver within a few days.

Of course there are sensible precautions that it would be wise to take before investing hard earned money in used machinery. You'll ideally want to personally inspect and test any equipment and take delivery of logbooks, certificates and warranties. You may even wish to have a certified third party inspect the equipment. You may have to pay a little extra to get hold of it but clean, good conditioned low use kit will likely save you time and money in the long run.

If it's great value farm machinery you're looking for have a look online today - you may well find yourself a bargain!

## About the Author

Robert Tate – Region Sales Manager of Mascus UK. Mascus is an electronic marketplace for [used machinery](#), farm machinery and trucks. Mascus makes trading in used machines and trucks quicker and more efficient by collecting all information about supply and demand in one place. All dealers, producers and end users are welcome to offer their used machines and trucks for sale via the marketplace.

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