

as seen in...

The Farm & Livestock Directory



Industry Insight: **USED AG EQUIPMENT**

Used equipment for the farm? Things to consider before buying

Used ag equipment dealer tells what you should know—BEFORE you spend your money

For every new piece of used material handling equipment sold in the U.S. today, it's estimated twice as many used machines are sold as a result of the long recession. The two-to-one ratio appears to be holding steady—and perhaps even growing.

For the price of one new pneumatic forklift, you could get 2 ½ to 3 used lift trucks for the same amount of money. And you can get an industrial truck, with up to 80% of its expected working life remaining, at less than half the cost of new. You'll also have a significantly lower outlay of cash—and if you need to finance, today's interest rates are reasonable if you have a good credit rating.

Another advantage of purchasing used equipment for the farm is the freedom to choose from several brands—unlike new equipment dealerships, where you are generally limited to the equipment lines they represent.

Perhaps the biggest disadvantage of buying used equipment for the farm is the potential of falling victim to 'scams' committed by unscrupulous dealers.

The growth of the used ag equipment market has naturally created a rise in the number of unscrupulous operators. The opportunity for someone to take advantage of you increases sharply when transactions are conducted primarily on the internet or telephone. And beware of brokers who are simply "deal makers," and have no real business entity backing them up.

So, you ask, "just how can I know if I am dealing with a reputable dealer?" Well, there are some indicators.

A good dealer should make you feel comfortable about your purchase. If you don't feel comfortable with the dealer, leave immediately—there are several reputable dealers who would jump at the chance to earn your business. Some used ag equipment dealers will make special arrangements for equipment demos — at no cost to you. And some will even go as far as to let potential purchasers "try before they buy."

You should also make sure the business has a physical address with actual inventory on site. You could also ask the dealer to provide you with a list of clients for you to call to find out what type of experience they have had with the company.

With a little due diligence, you can find exceptional used ag equipment that will benefit your operation—and your bottom line!

Ken Sarbaugh is President of Kensar Equipment. In his 15 years of operation, he has sold over \$40 million in used equipment for agriculture and industry. Kensar Equipment is located on a 6-acre site in Indianapolis, Indiana, 46217. www.kensar.com



as seen in...

Midwest Farm *and* LIVESTOCK DIRECTORY

Buying Used Equipment Has Never Been Better Than This!

By Ken Sarbaugh, Kensar Equipment

Kensar Equipment, Indianapolis, Indiana, has six acres of a large selection of exceptional, low-hour, mint-condition used material handling equipment to choose from.

Ken Sarbaugh, president of Kensar remarked, "In my 35 years in this business, I've never seen this kind of availability or quality on wholesale inventory. At Kensar, we've been exceptionally busy these days supplying the modern farm market with used lift trucks and aerial lifts, and we're also aggressively procuring the best-of-the-best to stock our 6-acre lot."

Sarbaugh, who personally has over 35 years of equipment industry experience, can match buyers with the perfect piece of equipment that will save a substantial amount of money. During the past 15 years in busi-

ness, Kensar Equipment Company has sold over \$40 million in used equipment to agriculture and industry.

Kensar also makes the actual process of equipment purchasing convenient for purchasers. They will make arrangements for an equipment demo at the buyer's convenience, and they even offer a "try it before you buy it" policy. Kensar also offers financing for leasing, rent-to-own and other

payment options. Buying at Kensar is a "one-stop-shop."

You can browse Kensar's website (www.kensar.com) to view in-stock equipment. You can even view the newest arrivals of the week!

Need more info? Contact Ken Sarbaugh, President of Kensar Equipment at 888-272-0601; or visit the lot located at 2415 W. Thompson Rd., Indianapolis, Indiana, 46217.



Kensar Equipment Headquarters in Indianapolis, Indiana. Pictured from left to right are: Ken Sarbaugh, President, and Mitch Wallace, Vice President of Kensar Equipment.