

## **Seven Myths of Used Process Equipment**

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More money is spent, as a percentage of total capital, on used machinery and equipment today than ever before. In recent years, used equipment markets have become increasingly international, growing rapidly in both developed and emerging nations. Here are seven common urban myths about used process equipment and the accessibility of this market.

1. There is no guarantee that used equipment will work. Not true.
2. There will be no documentation available. Not true.
3. You can't buy spare parts. Not true.
4. The equipment won't meet current guidelines. Not true.
5. I won't save that much with used equipment. Not true.
6. I won't find exactly what I need. Almost never true.
7. It's too much hassle buying used equipment. Not true.

This presentation presents an overview of the secondary market for process equipment, discusses when used equipment is an appropriate consideration and when it might not be, and what to look for when accessing this market.