



**CANADIAN PURCELL MACHINERY LTD.**

"A World of Compressed Air & Gas Solutions"

# TECHNICAL BULLETIN

## WHY USED COMPRESSORS OFFER EXCEPTIONAL VALUE

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### Cost Savings

Buying used equipment requires a much lower capital investment than buying new equipment which results in a quicker pay back and a higher return on your investment.

Used compressors, which have the capabilities and features you need, and are in fully functioning condition, offer tremendous value with savings of up to 75% over new. The key to realizing this value is getting products from a highly reliable source with the necessary knowledge so they can be guaranteed to perform to the original manufacturer's specifications.

### Value

Much like automobiles, the greatest depreciation on compressors occurs during the first 2 – 3 years of operation.

However, used equipment purchased from Canadian Purcell typically has a significant economic life remaining.

Most compressors will have a usable life expectancy of approximately 20 – 25 years, however, most users will outgrow their equipment long before this time is up. In addition, some equipment is made available through plant closures and downsizing, completion of special projects or court ordered sales, and many units are operated only on a stand-by basis resulting in low utilization for the model year.

All of these factors result in a potential opportunity for substantial savings in initial capital costs.

### Equipment Availability

When the lead-time of acquiring new equipment is taken into consideration, used compressors and accessory items offer an attractive alternative for the plant that needs it now.

Used compressors and accessory items are often in stock and available for immediate shipment.

## **Parts Availability**

The original manufacturers of most surplus compression equipment are still producing spare parts and offer technical service. There are also numerous aftermarket competitors for that business. In addition, original spare parts stocks are sometimes included with the used equipment.

## **Selection**

We deal only in used and new surplus compression equipment and offer one of the largest selections of used or new surplus compression equipment in North America. We carry most major brand names including Atlas Copco, CompAir, Gardner Denver, Hydrovane, Ingersoll Rand, LeRoi, Quincy, Sullair and others.

Our network of associates and contacts is worldwide. If we don't have what a customer is looking for, we can usually find it within a few days.

## **Reliability**

In order to make new models more competitive, many design changes have evolved including higher rotational speeds, greater use of aluminum etc.

Although these changes result in owner manufacturing and initial capital equipment costs, the penalty is sometimes increased maintenance costs.

The experienced production or maintenance supervisor often recognizes the superiority of older previous models.

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