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Publication helps growers stay away from used sprayer ‘lemons’

MOORESVILLE, Indiana, March 31, 2015 – It’s been said that buying a used car is buying someone else’s problem. Is the same also true of used self-propelled sprayers? Probably not, but a new Equipment Technologies publication can significantly improve a grower’s odds of avoiding a lemon.

“Buying a Used Sprayer: Ten questions to ask before the purchase” covers the important information a buyer needs when considering pre-owned machines. The publication is the latest in the Equipment Technologies White Paper series. The papers are free and can be downloaded from the white paper website: <http://www.etsprayers.com/white-papers/>.

Because most growers upgrade their equipment every few years, used farm machinery generally is in good operating condition, said Mike Flatt, Director of Business Process Improvement at Equipment Technologies (ET), manufacturer of Apache-brand sprayers.

“That said, purchasing a used sprayer is similar to buying a used car,” Flatt said. “If you’re going to buy one you have to figure out what you want, what you’re willing to pay and the options you desire. If you don’t find exactly what you’re looking for, what will you have to do to the used machine you buy to make it what you want it to be, such as putting on new tires?”

Maintenance is another important consideration, said Jeremy Hurt, ET’s Senior Application Specialist. While most growers service and repair their own farm machinery, maintenance and repair work is not the same on every sprayer.

“For instance, when you’re looking at an Apache, it’s a simple mechanical drive transmission that you can work on yourself,” Hurt said. “Some sprayers are hydrostatic machines and come with a complex collection of hoses and hydraulic parts, and can be more challenging and costly to fix.”

The publication also addresses maintenance records, annual cost of operation, warranties, dealer support, how the sprayer was used, why the owner is selling the machine and even the trustworthiness of the seller themselves.

“It’s important to do your homework before you buy a used sprayer, because you probably won’t find a good quality used machine for under \$50,000,” Flatt said. “Typically, when you start getting north of \$150,000 you’re usually into units that are 1-2 years old.”

Equipment Technologies white papers cover a broad range of sprayer and application topics, including selling a used sprayer, precision technology options, choosing hoses, buying versus leasing and spray nozzle selection, among others.

In addition to white papers, the Equipment Technologies website (www.etsprayers.com) offers a plethora of helpful videos, blog articles, Equipment Technologies and Apache news, product information on all Apache Sprayers and an Apache dealership locator.

Equipment Technologies builds Apaches at its Mooresville assembly plant and markets the sprayers through a vast dealership network in the United States, Canada, Australia and Ukraine. Apaches come in three models: the 750-gallon AS720, 1,000-gallon AS1020/1025 and 1,200-gallon AS1220. All 2015 model Apaches come with an industry-leading five-year warranty.

NOTE TO MEDIA: Publication-quality Apache Sprayer photos and graphics are available here: <http://www.etsprayers.com/media-inquiry/>. For additional information and interviews, contact Steve Leer at 317-210-7313 or steve.leer@etsprayers.com.

