

What about buying pre-owned machinery?

Bob Buckingham, Director of Operations at Global Turf Equipment, explores the option of buying pre-owned machinery

Most golf clubs continue to face financial challenges in a bid to balance the books. And, like all capital expenditure, funding the replacement of course maintenance equipment presents its own set of pressures on financial committees as well as turf care professionals.

For the majority of greenkeepers the key objective when looking to replace ground care machinery is to secure the best possible deal on the right machine for the job. More often than not, this means exploring all options available, including used equipment as well as new machinery. While buying a new machine may seem the obvious choice, it's just not a practical reality for many golf clubs. Used equipment, on the other hand, can present a much more affordable



Global Turf UK

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alternative, often saving customers over half the price of new models.

With the life expectancy of modern mowing equipment exceeding 6,000 hours, it is now possible to obtain late-model machinery that is less than halfway through its working life – saving as much as 60% against the cost of new and slashing the impact of depreciation experienced when buying new. Furthermore, a specialist used equipment dealer can often find just the right machine, supplied to 'almost new' standard, and available for immediate delivery.

One such specialist dealer is Global Turf Equipment UK Ltd which is the UK and European arm of Global Turf Equipment (USA), the world's largest supplier of used turf equipment. Global Turf UK specialises in the supply of pre-owned golf course maintenance and turf

management equipment. The firm offers carefully selected, late-model machines, from leading brands such as Toro and John Deere, at a fraction of the high capital investment costs associated with the purchase of new machinery.

Bob explained: "Global Turf UK was established to provide a local source of equipment for UK and European golf courses and sports turf facilities. Key to our success is our ability to source and supply good quality, low-hour machines. Most machines come to us from our partners in the USA, and are generally short-term lease return machines, typically around three years old.

"In the USA, Global Turf Equipment has well-established direct relationships with leasing and finance companies, allowing access to only the very best equipment



available. Global Turf Equipment has been exporting equipment worldwide for over 10 years and, with a 35,000 sq. ft. storage facility in Florida, carries a stock of over 650 machines at any one time.

“We pride ourselves on selecting only the highest quality machines which come with verified hour meters, complete service history, and are fully CE marked and certified for sale and use in all EU countries. Most importantly, all machines are supported by a first class network of service dealers.

“Typically, the machines we supply will only have been operated for between 1,000 and 2,000 hours, and are available at less than half the original cost. All equipment we stock has been hand picked by our own field representatives who perform on-site inspection of equipment at the original user’s facility. This means that we gain valuable insight into their maintenance practices, as well as a thorough evaluation of each machine’s condition. It also helps us determine whether or not the previous user had the necessary workshop capability and expertise to maintain the machine in accordance with the manufacturer’s recommendations.”

Based in Yorkshire, Global Turf UK’s importation centre takes delivery of all machines which firstly receive a detailed inspection; general operation, engine, belts, electrical system, hydraulics system, cutting units and body work. Machines are then fully serviced, using OEM filters and EU specification fluids and lubricants, fitted with new rotary blades or bedknives and screws, and reels backlapped and set. On delivery, equipment is ready to perform and operate like new and, for peace of mind, all major parts are covered by a 90 day warranty. Ongoing equipment servicing and maintenance is supported by a well-established, nationwide sales and service network, providing ‘local’ back up for Global’s customer base.



ABOVE: Pre-owned Toro Groundsmaster 4700-D working on the fairways at West Byfleet Golf Club, Surrey.

BELOW: Chart shows typical depreciation of equipment from new with much of the value of the machine being written down or lost during the first three years of its life. Buying equipment three or four years old allows a Golf Club to more effectively manage the ‘cost of ownership’ of its equipment.

