

YANCEY BROS. CO.





Purchasing Construction Equipment

Purchasing Decisions

- Low Purchase Price vs Lowest Total Cost of Ownership

What About Lowest Purchase Price?

- Very Few Arguments From Constituents (In Most Cases Anyway)
- But What About The Long Term Consequences?
 - How Much Does It Cost To Own This Machine Over Time?
 - Will It Perform The Job Requirements? If Yes, Then For How Long?

Consider Lowest Total Ownership Cost

- Construction Equipment has Significant Costs Beyond Initial Purchase Price.
 - A Piece Of Construction Equipment Can Cost 5 Times MORE to Own Than It's Original Selling Price.
 - What About Disposal Value?
 - Should These Things Be Considered At Time Of Purchase?
- Equipment is not a Commodity. It Has Costs Over A Long-Term Ownership Period.

Are There Machine Differences? You Bet!

- Dealer Support and Reputation
- Durability and Reliability History
- Resale Value History
- Manufacturing and Machine Construction Differences
- Local Contractor Input
- Uptime

Methods To Determine Lowest Total Ownership Cost?

- Life Cycle Costing - Guarantees Value
- Previously Bid Items:
 - NJPA Contract Pricing Standards
 - Other County Bid Piggybacking
- Establishing Bid Specification Requirements That Demand Quality
- A Thorough Study of Machine Repair History, Dependability, Resale Value.....Put It In Writing.
- Purchasing Good Used or Rental Machines?
- Certified Rebuilds

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CAT CT660 VOCATIONAL TRUCK

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The New Cat CVT – CT660

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- Multiple Body Types
 - Dump
 - Refuse
 - Hauler
 - Mixer
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- Quoting and accepting orders today

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YOU

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COUNTDOWN TO
100
YEARS
1914 - 2014

YANCEY **CAT**