

## Buyer Beware! - Think you're getting a sweet deal?

**Do the math.** When not properly serviced and maintained by the manufacturer's recommended maintenance procedures, used lifts typically add up to big problems. Not only can they cost you unnecessary money in replacement parts and repair from the onset, they require more frequent parts and service leading to significant down time and they could be prone to failure.

	New Lift	Used Lift
Warranty - used lifts are <u>NOT</u> warranted by the manufacturer.		
Abused - used lifts can be abused. Do you really know how that lift was being used and how many lift cycles are on it?		
Missing Parts - used lifts have to be removed and relocated, making it likely to not have all hardware or even missing components.		
*Replacement Parts - used lifts require more frequent parts and service resulting in more down time and they could be prone to <u>failure</u> .		
Ease/Cost of Installation - used lifts just don't go back together like a new lift. Professional installers charge more money to install because it has missing parts or is not packaged the way it was when it came from the manufacturer, taking more time and money to erect.		
Removal - Extra Labor - used lifts have to be taken down, removed from one location, and relocated to another. This means you pay double labor.		
†Tax Incentive Available - used lifts <u>DO NOT</u> qualify for US federal government tax incentives. Based on the purchase of 18 new lifts @ \$3,500 per lift, you could save an estimated \$22,000. Visit <a href="http://www.section179.org">www.section179.org</a> for details.		
Peace of Mind - new lifts from reputable ALL member companies come with this. What's your peace of mind worth?		

\* Used Lift Common Replacement Parts Estimated Costs per lift (does not include lift installation):

New Power Unit	\$750
Leaking Hydraulic Cylinder	\$375
New Anchor Bolts & Shims	\$50
Foot Pad Assemblies	\$145
Sheaves	\$90
Arm Restraints	\$195
Slider Blocks	\$225
Cables	\$105

**New = immediate productivity, faster ROI and peace of mind.**



**Don't add another headache.** Call your Challenger authorized lift representative or Challenger Lifts factory at 800-648-5438.

† Consult your professional CPA or tax preparer's advise on section 179 and applicable tax credits.