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# DOES IT PAY TO BUY ON AUCTION?

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With prices of new lift trucks sometimes upward of \$45k is it worth taking the risk on an auction?

At Total Logistics Solutions we run a warehouse, trucking company, and brokerage in Omaha, NE, and almost exclusively buy our equipment off auction. We have bought reach trucks, dock stockers, pallet jacks, chargers, and floor scrubbers. Along the way we have learned some valuable lessons on how to save money!





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# 1: Know what retail and used price is.

- This can be found on a number of internet sites



This is the model of a 2006 Crown dock stocker with 1000 hours we bought. Used price would have been around \$8000 we bought ours on auction for \$2000. Had to put \$2000 of labor into it though, but still made out.



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## 2: Check what accessories it comes with.

- If you're buying an electric truck batteries and chargers can be worth thousands of dollars.
- Current price for a battery is around \$.36/lbs most weigh over 2000 lbs.



We bought 2 Yale doubles like this one for a total of \$250. They both came with charges. We ended up selling the chargers for \$2500, ran one of the Yale's, and used the other for parts.



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### 3: Buy more than 1 truck if possible

- Its difficult to know the condition of the truck. If they are cheap enough buy 2, use the best one, and use the other for parts.

We bought 4 Crown pallet jacks like this one for \$300 a piece. Not as good a deal as the Yales, but we have used 2 of them for almost 3 years. The other 2 we have been parting out. A single part can cost a couple hundred dollars, if not thousands.





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## 4: Don't forget to account for shipping

- A lot of time shipping can cost more than what you're buying. Post items on uship or load boards to find the best price.



We have our own trucking and brokerage company, which allows us to get cheap freight.



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## 5: Check the dimensions of the truck

- Last thing you want is for a truck to not fit through a door!



We made a dock door taller to fit reach trucks through it.



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## 6: Sell, trade, or scrap what you don't need

- Sometimes it costs more to rebuild a truck than what it is worth. Know when to cut your losses. If you bought it right you should never lose much.



We bought a Mitsubishi reach truck like this one. It didn't work out for us so we sold it for basically what we bought it for. Although, we did keep the charger that came with it. So we came out a couple hundred dollars up.



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Taking a risk on auctions have been well worth it for us. We have saved thousands of dollars over the years. It may not be worth it for everyone because it does take time, but if you have the patience you can see big payoffs!

