

# USED EQUIPMENT

EXCLUSIVE

Quality  
Value  
Service

SOUTHEAST  
INDUSTRIAL  
EQUIPMENT INC.

# BUYER'S GUIDE

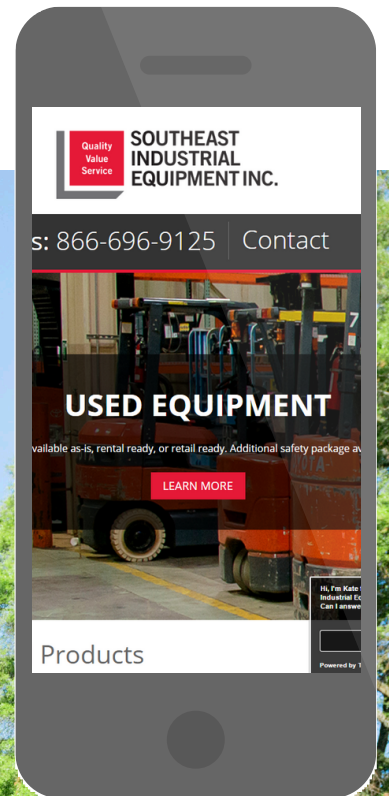
EXCLUSIVE GUIDE



# PURCHASING A USED LIFT TRUCK FROM SIE

Southeast Industrial Equipment offers a wide variety of used industrial equipment with varying working heights and lifting capacities. With over 200 units in stock and growing, we are able to serve the Southeast and beyond with the latest pieces of equipment to suit your application. From large pneumatic lift trucks to very narrow aisle swing-mast forklifts, you name the materials handling equipment, we've got it! We also take trade-ins as well as offer numerous financing options. Browse our inventory online or contact one of our nine branch locations to request your free quote today!

VISIT US ONLINE  
[www.sielift.com](http://www.sielift.com)





# GUIDE

- *What is considered a "high" meter reading?*
- *Why buying used can be a better alternative.*
- *Can I trade in my lift truck?*
- *Can I finance used equipment?*
- *Why purchase/lease from Southeast Industrial Equipment?*



# WHAT TO LOOK FOR WHEN BUYING

## EQUIPMENT HISTORY

*Knowing the history and usage of the piece of used equipment you are purchasing or leasing is imperative to the success you will have with the lift. Having an idea of where a lift truck has been used and under what conditions gives you peace of mind and confidence in your operators' safety. Each piece of used equipment at SIE goes through an extensive inspection. All units are serviced and cleaned, with tires that are 70% or better. Used forklifts include a sideshifter and are equip with 42 inch or 48 inch forks.*

## WHY USED?

*Knowledge of today's market pricing of new and use lift trucks is important when making your purchasing decisions. There is a typical difference of 30-60% from new to used equipment pricing. Enjoy the option to purchase or lease a unit from our used equipment fleet as-is, rental ready, or retail ready. Have your lift look and operate like new without the new price tag.*

## METER READING

*If a lift truck has a high meter reading of over 100,000, one should ask where it has been used. When you compare a lift truck hour meter to a car's mileage, a forklift with 10,000 hrs would be equivalent to a car that has 100,000 miles. The number on the meter reading varies in significance but manufacturer. For example, 10,000 service hours for a Hyster, Yale or Clark forklift, would mean the lift has 100,000h miles on it and has reached its full lifespan, and you would start seeing problems with the forklift if you haven't already.*

*Manufacturers such as Toyota can easily be compared with other top-quality Toyota produced products. Thus, buying a Toyota lift with 7,000 hours used in an indoor application, you can rest assure that a unit like this should yield many more years of use. Toyota's rental fleet gets an average of 15,000-18,000 hours before they are retired and/or reconditioned to sell as used. When the end user has the ultimate goal for the piece of used equipment in mind it is much easier to determine key factors like capacity, lifting height needed, tires needed etc.*

## DO WE EXCEPT TRADE-INS?

*At Southeast Industrial Equipment, we welcome trade-ins. When inquiring about your next lift truck purchase be it new or used, make sure to reference your trade-in options.*

## FINANCING OPTIONS

*When it comes to the convenience of our customers we know that purchasing equipment may not be in their best interest. SIE, offers a variety of leasing options to get you the payment you need without the commitment of ownership.*



# WHY TOYOTA



## TOYOTA

**SAFEST MOST ENVIRONMENTALLY FRIENDLY FORKLIFT ON THE PLANET**



SAS is the world's first and only active stability system that dynamically helps protect the operator while maximizing productivity.

When the lift truck senses instability, SAS instantly engages the swing lock cylinder to stabilize the rear axle, creating the lateral stability needed to help reduce risk of tip-over.

SAS Automatic Fork Leveling Control adjusts the mast so that the forks are level with the ground for ease in retrieving pallets at high levels.



Toyota ranked 25% higher for safety than the nearest competitor according to a 2016 survey by Peerless Research Group and Modern Materials Handling.

Toyota meets or exceeds both American National Standards Institute (ANSI) and Occupational Safety and Health Administration (OSHA) standards year after year.

Toyota lift trucks have been ranked the #1 safest lift truck since 2002.

Toyota has developed a product that not only substantially reduces the use of environmentally harmful substances in the manufacturing process, but also increases the amount of recyclable parts used.

The 8-Series signifies both Toyota's leadership and innovation. It features an exclusive emission system that not only surpasses federal EPA emission standards



Toyota's AMC senses the load weight, mast height as well as the forward tilt angle to limit possible tip over or backwards. Controlling each by automatically overriding the operators manual controls.



# WHY SIE?

WHO SHOULD YOU BUY FROM

## GET WHAT YOU PAY FOR

Purchase from a reputable and authorized dealer because you will get what you pay for when you don't.

Southeast Industrial Equipment is just that. We offer the convenience of original manufacturer parts and maintenance programs to keep your lift running and reduce downtime. With factory trained technicians, a designated territory manager and customer support where the customer actually comes first, you can rest assured that you will get more than just a piece of equipment. We strive to build rewarding relations with all of our customers and take pride in our reputation of doing so.

Contact SIE to speak to a skilled territory manager to find this piece of used industrial equipment that is right for your application.

CONTACT US FOR A  
FREE QUOTE

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