



## **POWERING THE VINEYARD INDUSTRY**

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(707) 462-2404

NOVATO: 7546 Redwood Blvd.  
(415) 892-1030

CALISTOGA: 810 Foothill Blvd.  
(707) 942-4566

LAKEPORT: 1975 Argonaut Rd.  
(707) 279-0550

## **Purchasing Equipment? Here's some tips:**

*courtesy of Rainbow Ag*

### **Examine your needs**

- What features do you need?
- What can you afford?
- Can the equipment you're considering buying possibly be adapted to serve multiple uses, now and in the future?

### **Decide between new and used equipment**

- Compare the warranties.
- Consider possible repair/maintenance costs.
- Consult with your tax person about cost amortization.
- Consider technological trends, overall, in the industry.

### **If buying used equipment, keep these tips in mind**

- Buy from an established and reputable dealer.
- Test drive the implement; giving every feature a try.
- Plan ahead so desperation doesn't drive the deal.
- Do some research on the general maintenance history for that make and model.
- Get warranties and guarantees in writing; read them and understand their promises.
- Get an owner's manual—and read it!
- Beware of equipment sold at auction; this is usually the last stop for lemons.

### **Consider the alternatives**

- Renting: A good option for occasional uses. Make sure you understand the your liability in the rental contract and the rental agency's responsibilities.
- Hiring a contractor: A good option for small operations.
- Cost sharing: Go together with someone else to rent a piece of equipment you both need; efficient and reduces costs when applicable.
- Bartering: Make a deal with someone who has the tool you need.

### **Where to buy equipment**

- Rainbow Ag!
- Friends, neighbors, relatives.
- Farm auctions.