



# Hill International Trucks

## Purchasing New Vs. Used Which is better for you?

The first decision you'll make when buying a truck is whether to buy new or used. There is no right or wrong answer in this case. In making your decision, you'll want to look at the key advantages from both options to see what works best for you or your company.

One of the first things to consider is the actual tasks that you'll perform with the truck. Will you be driving long distances? Short distances? Will you be hauling heavy loads, or light loads? Showing you the benefits of buying new vs used hopefully allows you to make a decision confidently.

### Advantages of Buying New

**Warranty will be brand new from manufacturer**

– You can purchase a warranty for a used truck, but arguably the best warranty comes from the manufacturer.

**Financing rates will often be lower** – Usually new trucks produce lower rates from banks. New trucks are worth more than used trucks, they haven't had time to depreciate yet.

**Original owner** – You will know everything about the truck since you have been the only owner.

**Miles and miles of worry-free driving** – One of the key benefits of a new truck is less worry or thoughts of repairs, or replacement issues.

**Spec your truck the way you want it** – Buying new presents the opportunity to customize your truck with individual features that fit you or your business.

**Better fuel economy** – With a few exceptions, new trucks get better fuel economy. This is a direct correlation between the time and money spent on technology for truck emissions.



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### Advantages of Buying Used

**Pay less**– The biggest advantage of buying used is obviously the lower price. The same principle is used for consumer vehicles: more miles, less money. Don't run from high miles right away. Make sure you ask yourself what you're using the truck for?

**Insurance will likely be lower** – It is always good to research insurance rates before making a purchasing decision. However, insurance for a used truck tends to be less expensive.

**Less Depreciation** – Newer vehicles can depreciate as much as 40% within the first 12 months of purchase. Used trucks keep their value as time goes on. You won't take as much of a financial loss, if you decide to sell quickly.

**Warranty** – Most commercial dealers also offer a warranty on their used trucks and always have an on site center with qualified mechanics to work on commercial vehicles.



It can be stressful to buy a used vehicle. Some bite the bullet and purchase a brand new truck. The key to purchasing a used truck is gathering information. The more you know about a truck, the better purchasing decision you can make. If you're looking at a particular truck, research previous owners, look up mileage, ask for an inspection, and get a good look underneath the truck and the hood.



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