



Starting an SPF Business: Buying Used vs. New Spray Foam Equipment

Should I buy new or used spray foam equipment?

At Intech Equipment and Supply, we frequently receive emails and phone calls from curious customers who are just starting out in the business, and searching for answers to their questions about **Spray Polyurethane Foam (SPF) insulation and equipment**.

One of the most common questions our team of experts receives is:

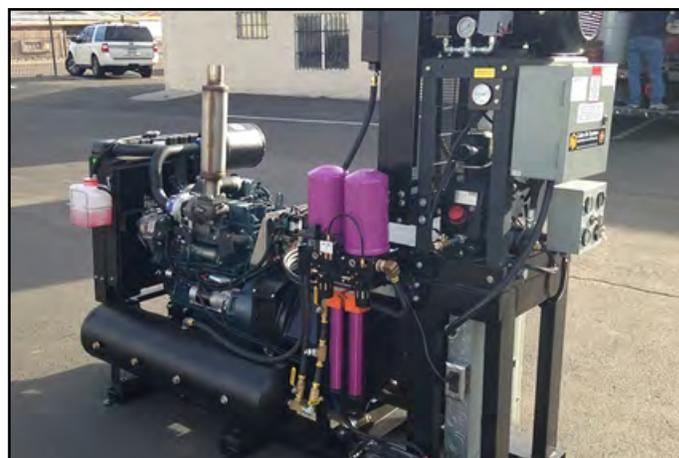
Should I buy new or used spray foam equipment?

Whether you are considering testing out a piece of equipment to see how it works, or you are just starting out in the industry, we believe **used spray foam equipment** is a good option based on factors, including cost, equipment condition, availability, and material compatibility.

But buyers beware, the key to buying used spray foam equipment is to be meticulous as you move through both the research and inspection process.

At Intech Equipment and Supply, we conduct stringent quality checks, a process we developed based on our many years of expertise and understanding of the spray foam space. We carefully inspect each piece of used spray foam equipment to help you make the best choice for your needs.

In fact, we can assure you that no matter what piece of equipment you buy from our used inventory, you are getting the best product possible.



The Pros and Cons

Selecting the right spray foam equipment can be an overwhelming experience. From the configuration of a **mobile spray rig** to the wide range of equipment that fills it, how do you figure out what fits your business model and your budget?

There are advantages and disadvantages to both new and used equipment, so we suggest carefully analyzing the pros and cons to decide which options will best solve your business' present and future needs.

Here are some factors to think about before making a decision regarding used vs new spray foam equipment:

New Spray Foam Equipment

Pros:

- In perfect condition
- You can custom-order, according to your specifications
- Choice includes the newest models
- No wear and tear

Cons:

We believe the biggest drawback to purchasing new equipment is the price tag. Because you are paying full price for the piece of equipment, it can, in turn, restrict the amount of equipment you can purchase at one time.

Used Spray Foam Equipment

Pros:

The biggest attraction to used spray foam equipment is the price tag. You can save a substantial amount of money, and, as a result, invest in more equipment. This option is particularly helpful for new or smaller SPF businesses, or those with a smaller budget.

If you are interested in a particular type of used spray foam equipment, or you want to supplement some of the equipment you already own, buying used may be your best option in order to locate these items.

Cons:

One disadvantage to buying used is that you may have limited options in equipment overall, and you will probably not be able to customize your choices. Also, some pieces may have some signs of wear and tear.

Proceed with Caution: How Not to Get Ripped Off Buying Spray Foam Equipment

If you prefer to buy used spray foam equipment, there are some questions you should ask any seller before you sign on the dotted line. We suggest thinking about the following:

- How old is the spray foam equipment?
- How has it held up?
- When did the previous owner last use the equipment?
- Are any repairs required upfront?
- Has the equipment been appraised recently?

Establish a Reconditioning Plan

If you opt to buy used spray foam equipment, we suggest incorporating time into your schedule to recondition the pieces, similar to what an equipment supplier would do.

Here are some tips to get you started:

- Pull apart the mechanical elements of the proportioner and transfer pumps
- Replace seals, screens, o-rings and any other parts that are worn
- Look at the electrical continuity, breakers, circuit boards, heating and elements
- Take apart the spray guns, and clean and replace parts as needed
- Make sure the proportioner, generator, compressor, and trailer are in solid working shape



The Bottom Line

In many cases, it makes sense to purchase **used spray foam equipment**. When buying used spray foam equipment, the key is to be aware of your limitations, as well as those of your equipment.

Before you tackle your next spray foam project, take the time to look through our current inventory of used equipment to update your current tools, or replace missing or worn parts.

With our extensive industry and product knowledge, Intech Equipment and Supply helps contractors identify and attain both quality used and new spray foam equipment for a wide range of SPF insulation applications.

In addition to working with the industry's top leaders in **spray foam equipment and parts**, we offer an enormous range of spray foam equipment for sale.

Depending upon our current stock, you can expect to find proportioners, mobile spray rigs, safety equipment, and much more. Plus, our used equipment has been assessed and categorized as having had routine maintenance performed.

Let our team help you identify your business' current equipment needs, and match them with the right spray foam equipment. [Contact us](#) today for more information.

