Key Considerations When Buying Surplus Equipment

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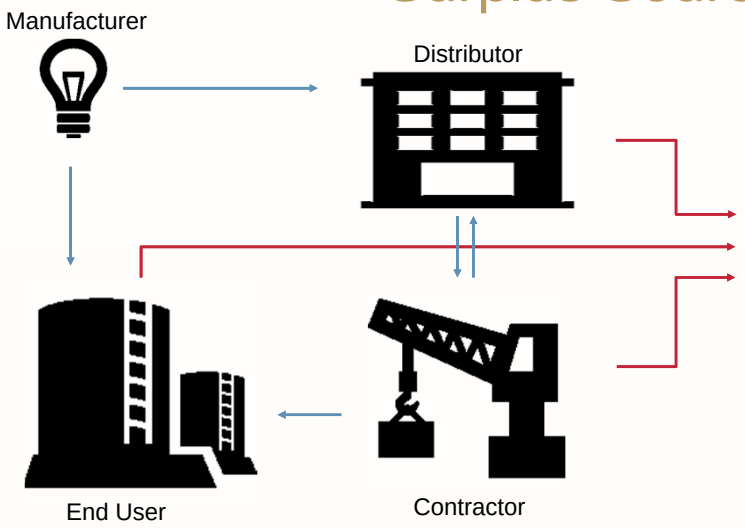
  - It does not...
    - ...dictate a specific condition
    - ...include aftermarket or “off-brand” replacements
    - ...include equipment supplied by an OEM

Surplus Sources

How does surplus electrical equipment make it back onto the market?

Surplus Sources



- Canceled Equipment
- Incorrect Item
- Removed from Service
- Slow Moving Inventory

Advantages & Disadvantages

General Advantages	General Disadvantages
1. Cost efficient	1. Limited availability of uncommon items
2. Readily available inventory	2. New technology can be slow to market
3. Minimal obsolescence in cycle	3. Requires more attention to vendor qualifications
4. More choices for buyers sourcing material	
5. Focused on medium and small size contractors	
6. Individually tested items	

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With the right partner surplus electrical equipment provides a reliable, quick turn-around and cost effective solution for service oriented jobs or expansion projects.

Choosing a Surplus Vendor

Trust

- Transparent Business Process
- Reputable and Established
- Uniform QC Documentation
- Serves as a Technical Resource
- Testing Capability is In-House

Choosing a Surplus Vendor

- Transparent Business Process
  - How do you obtain your equipment?
  - What is your testing capability?
  - What are your warranty terms?
  - Are you a factory authorized distributor?
  - Do you sell used or aftermarket equipment?
  - Copy of W-9
  - Copy of Insurance Certificate

Choosing a Surplus Vendor

- Transparent Business Process
- Reputable and Established
  - Does the business have an address?
  - Does the business have an EIN number?
  - Is the business established with know agencies such as the Better Business Bureau?
  - Does the business maintain certifications such as NETA or Pearl?

Choosing a Surplus Vendor

- Transparent Business Process
- Reputable and Established
- Uniform QC Documentation
  - Traceable serialized inventory
  - Code compliant labeling (NEC 110.21(A)(2))
  - Available test reports
  - Standard testing process

Choosing a Surplus Vendor

- Transparent Business Process
- Reputable and Established
- Uniform QC Documentation
- Serves as a Technical Resource
  - Surplus vendors ought to be able to offer application support for a variety of manufacturers and vintages
  - Note: technical resource does not mean engineering resource

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- Reputable and Established
- Uniform QC Documentation
- Serves as a Technical Resource
- Testing Capability is In-House
  - A surplus vendor who is serious about safety and reliability will make significant investment in testing apparatus and personnel

Example: Circuit Breakers

- Code compliant labeling – NEC 110.21(A)(2)
  - *Reconditioned equipment shall be marked with the name, trademark, or other descriptive marking by which the organization responsible for reconditioning the electrical equipment can be identified, along with the date of the reconditioning.*

Example: Circuit Breakers

- Appropriate Testing Procedures
  - Follow NETA Guidelines
  - Utilize Primary Injection Testing
  - Utilize Contact Resistance Testing
  - Follow Manufacturer TCC (when distributed)

Example: Circuit Breakers

- Application Support
  - Understanding of electrical attributes such as Amperage, Voltage, Poles and Interrupting Current (AIC)
  - Familiarity with electrical accessories such as mounting hardware, shunt trips, aux switches, UVRs, etc.
  - Can explain common breaker functions such as thermal-magnetic trips, LSIG, ground fault, etc.

Questions?

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