

Pre- Owned vs. NEW

Concern	PROS		CONS	
	Pre-owned	New	Pre-owned	New
Price	X			X
Quick Lead Time	X			X
Quality	X	X		
Warranty		X	X	
Flexibility of Sizes/Configurations		X	X	
Color Choices		X	X	
Future Expansion or Reconfiguration		X	X	
Quality & Availability of Parts		X	X	

Points to consider...

1. Quality of product.
2. Is the product warranted? For how long?
3. Appropriate size, height and will it include 2 pedestals, overheads with task lights?
4. Color coordination limited to product on hand.
5. Future expansion or reconfigurations are very costly or sometimes impossible.
6. If refurbished, is the dealer UL listed? If not, are you covered by insurance if the electric in the panels starts a fire?
7. Quality of replacement parts such as:
 - A. Electric: may be old version of electric
 - B. Fabric: fire rating?
 - C. Foam inside panels: acoustic rating?
 - D. Repainted trim: Bake on enamel panel used by new product manufacturer or air sprayed application (scratches very easily)
8. Who takes responsibility if product is poorly designed and causes an injury?

*All new product layouts by Milton Terry Associates are sent to manufacturers for approval of the design. They approve the safety and integrity of the design, and stand behind their product 100%.