


# NEW VS. USED REFRIGERATION

## STORE PLANNING & EQUIPMENT

Refrigerated cases are a major purchase for any store and they come with a high price tag. Many stores opt to purchase used or reconditioned cases which can help to keep their initial costs down but can sometimes end up being more costly overall. Here are a few pointers to keep in mind when making the decision whether to buy new or used.

1. New cases come with a warranty and parts will be available for at least 10 years. We are seeing used case parts prices going through the roof, if the part can even be found.
  2. Some of today's refrigerated cases are 30-40% more efficient than older models. This results in smaller condenser sizes as well as reduced electrical load. The payback period for energy-efficient cases is short and the savings continue with lower utilities costs for as long as the cases are in service. The savings get magnified the higher the utility costs become.
  3. Energy rebates are frequently available for new cases with LED lighting and energy efficient ratings. You can contact your local energy company to ask. Often times the requirements are in the specifications of the equipment only and used cases don't satisfy the requirements.
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4. New cases are easier for your refrigeration company to work on and require much less service than used.

5. Many new cases are NSF approved for food safety, which is increasingly required by local health departments. This is not available at any cost with most used or reconditioned cases.

6. New cases sell more product, which is their whole purpose! The product looks better with new lighting and is more reliably run at the correct temperature. Consumer confidence in the product is much higher. To quote a very qualified vendor rep: “I have never installed new replacement cases where sales did not increase.”

7. When considering the lower price of a reconditioned case, keep in mind that only 30% or so of your cost of having that case in your store for fifteen years is in the purchase price.

This is not to say that used or reconditioned cases are always a bad choice. Some may work out just fine for your needs. But since we can't afford mistakes, it's helpful to know some of the pros and cons before you open your wallet.

