



## ***Thinking of Buying a Previously Owned System? Here's what you need to know:***

### **TRG - The Leader in Previously Owned Radiation Oncology Equipment.**

TRG is the leading reseller of previously owned radiation therapy equipment in the United States. Not surprisingly, much of our success is built upon repeat business and word of mouth recommendations. There's only one way to achieve this sort of reputation: deliver top condition equipment at competitive prices, and do so in a straightforward and ethical manner.

### **Thinking of adding or replacing a system?**

There are many times when you need new or additional equipment for your facility but do not have the budget for new. This is where TRG can help you with quality previously owned equipment. We can provide you with a variety of systems at less than half the cost of new, often MUCH less than half! Before you look for or commit to the purchase of any systems, you should educate yourself on how to find the best system for your needs at the best price. Below are suggestions we have that may help you avoid some of the potential pitfalls when considering a used or refurbished system:

- **Always ask for serial number!** *Whenever you consider a purchase of used equipment, insist the seller or broker provide you with the serial number of the unit. If they cannot provide this information, they DON'T OWN THE SYSTEM! This can become problematic in that they cannot guarantee delivery of the system. If multiple brokers are contacted trying to locate a unit, it can often result in a bidding war for a specific system, driving the price up for you, the buyer. Know whether the reseller owns the system they are quoting you!*
- **Stay away from uninstalled, warehoused units.** *Systems in storage or warehoused units are most often problematic. Once a system has been removed from the vault there is no way of beaming-on to test the unit for functionality. Having a broker "guarantee" such a system is a promise they will FIX it when it breaks, not that it won't break (and be aware, they are building these service costs into your quote as well). You're better off with a currently installed unit that you can verify yourself and not have to pay for their "guarantee".*
- **Look for your best values in newer parts, not necessarily newer systems.** *Newer systems are great but they can command a premium on the used market. Well cared for older units are often a better deal. Some systems have many newer major components even though they may have a slightly older manufacture date. The basic frame for the units will last a very long time in a good environment. Systems with newer components can last as long, sometimes longer, than systems a few years younger.*
- **Use the "Inspect & Select" method.** *A better choice than a blanket "refurb" is to inspect any used system you are considering, and replace only select items that you find bad or suspect. This will save you tens of thousands of dollars that can be better spent on full coverage service. The end result is the same at a significantly lower cost.*
- **Always use an independent party to inspect.** *It's always best to use a staff or independent third party technician when inspecting any used system to assure you get an unbiased accurate report. Quite often the manufacturer can even do this for you if you do not have a technician on staff. Having a tech from the group that will be installing or refurbishing a unit isn't always in your best interest as they may look past things that they feel can be covered by servicing the unit. This doesn't help you if the system you just installed goes down and you are backed up with patients.*



*(Thinking of buying, continued...)*

- **Get in writing exactly what will be replaced.** *If you are planning on refurbishing a system, get in writing exactly what will be replaced. Have them specify whether they will use new or used/refurbished parts. This is where many misunderstandings happen. If you have a system with newer major components, often times you may only need to replace cables, hoses or possibly only cosmetic refurbishing. Have a clear understanding of what work is being done.*
- **Know what upgrades are possible with your system.** *Look for systems that can easily be upgraded if you plan on doing so in the future. Many systems can be upgraded but there are certain pre-requisites on some technologies. There are serial number cut-offs for certain types of upgrades. Systems that don't meet the minimum standards will be very costly to upgrade down the road. Ask TRG for guidance when considering systems.*
- **Work from the end backwards.** *Plan your project from the date you want to be open and treating patients and work back from there. Typically it takes between 6-8 weeks to install a linac through acceptance. If you want a system refurbished it will take 30-60 days from the time it's removed. You should plan on locating the system you want at least 60- 90 days prior to it's scheduled removal date. Also keep in mind any room renovations that may be necessary.*
- **Make sure the site is ready prior to equipment delivery.** *Taking delivery of a system before the site is completed can cause many problems. Any work done in the vault after a system is physically installed may result in damage and/or additional cleaning and repairs. Delays in installations due to improper power, water or room finishing will also result in additional installation costs.*
- **Use the TRG "Project Planner"** *TRG has created a planning document to help you coordinate your equipment changes and avoid many of the problems you may encounter. Please ask your sales representative for a copy of the planner when beginning your project. We also have install guides and room plans we can provide with the purchase of most major pieces of equipment.*

## **TRG Sells Used and reconditioned Radiation Therapy Equipment**

At TRG, selling high quality previously owned radiation therapy equipment is the primary focus of our business. Our extensive database of available linear accelerators, CT's and simulators ensures that we can fulfill even the most demanding requests, and our attention to detail assures you of a fully qualified and documented system every time. Because we typically purchase our systems far in advance of their removal dates we can participate with centers from the planning stages, assuring a seamless and timely installation.

## **Quality Plus Affordability Equals Value**

TRG specializes in late model high quality systems from recognized manufacturers like Varian, Siemens, Philips/Elekta, GE and many others. We carefully screen all equipment and select nothing but the best systems available. We provide equipment which has been maintained and operated in a responsible manner, has a minimum of down time and a conscientious preventative maintenance program in place. Our staff takes the time to exhaustively qualify every accelerator and simulator so that your equipment search efforts are optimally productive. The reason is simple: we believe that once you've compared our quality, experience, attention to detail, and aggressive pricing you will find that TRG delivers outstanding value for your organization.

Please call for availability and quotes on systems of interest.