

AGCO Expands Used Equipment Risk Management Offering

Certified Pre-Owned program now includes TerraGator and RoGator applicators; AGCO Protection extended service program available up to 36 months.

DULUTH, Ga. -- [AGCO Corporation](#) (NYSE:AGCO), a worldwide distributor and manufacturer of agricultural equipment, is expanding the company's offering of risk management products for used equipment. AGCO now offers the industry's broadest offering of equipment available as [Certified Pre-Owned \(CPO\)](#) with the addition of application machines and the longest extended service coverage (ESC) available, now up to 36 months.

"With low commodity prices, farmers are looking for ways to upgrade their equipment to take advantage of technology and improved efficiency, while optimizing their cost of ownership," says Matt O'Brien, used equipment remarketing manager at AGCO. "But, they still need and want the reliability and uptime available with a new machine.

The AGCO Certified Pre-owned (CPO) program is now available on TerraGator® high floatation applicators and RoGator® row crop applicators under four years of age and with less than 1,800 hours. The program includes a 140+-point inspection completed by an AGCO-certified technician. Machines undergo a rigorous reconditioning process and when needed, parts are repaired or replaced so the machine is in field-ready condition. In addition, every CPO machine is backed by an enhanced 1-year protection plan which can be extended to up to 36 months.

"We've expanded our programs to help them achieve these goals. AGCO's Certified Pre-Owned program and extended service coverage provide customers peace of mind and fixed cost of ownership while minimizing risk when purchasing used equipment from AGCO-authorized dealers," O'Brien adds.

Customers of Lang Diesel Inc., have embraced the benefits of purchasing CPO machines since Lang Diesel began offering the program in 2014. They not only appreciate that equipment is in top-notch shape and field ready, but like that the extended service coverage helps them limit the cost of potential repair bills.

"In today's current market, many customers are looking for fixed cost of ownership to minimize risk. The CPO program helps provide this through indepth inspections, reconditioning and extended warranty to minimize down time and costs associated with it in the field," says Kevin Lang, strategic marketing administrator with Lang in Hays, Kan. With 12 locations throughout Kansas, Lang Diesel is a full-line, full-service dealership for Challenger and Massey Ferguson equipment as well as Gleaner® combines.

Application Equipment Now Available as CPO

With the addition of TerraGator® high floatation applicators and RoGator® row crop applicators to the AGCO CPO program, AGCO now has the broadest offering of equipment available as CPO in the industry, including tractors, combines, large square balers and self-propelled windrowers. AGCO is the only company to offer CPO for hay equipment. In addition, every CPO machine is backed by an enhanced 1-year protection plan.

To ensure quality and reliability, each CPO machine undergoes a thorough inspection and all key systems and parts are tested to ensure they are up to standard. For RoGator applicators and TerraGator floaters, this includes a 140+-point inspection from the cab to the booms. Machines under four years of age and with less than 1,800 hours are eligible. These inspections are performed by AGCO-certified technicians who have passed two levels of training. After inspection, each machine goes through a rigorous reconditioning process and when needed, parts are repaired or replaced so the machine is in field-ready condition.

Extended Service Coverage Available for up to 24 or 36 Months

One year of AGCO Protection is provided on each CPO machine and is an actual insurance policy covering the engine and powertrain components to protect against unexpected repair costs and to help maintain the machine's re-sale value.

For extra peace of mind and protection against costly, inconvenient breakdowns, AGCO is making Basic AGCO Protection extended service coverage (ESC) available for 24 and 36 months on CPO equipment with up to 3,000 engine hours. In addition, the extended service coverage can be customized to fit your budget and the way you farm. This program* is available on the following products:

- Challenger® combines, windrowers and utility, mid-range, high horsepower, track and articulated tractors
- Massey Ferguson® combines, windrowers, sub-compact, compact, utility, mid-range and high horsepower tractors
- Fendt® high horsepower tractors
- Gleaner® Class 6, 7 and 8 combines
- RoGator and TerraGator application machines

"As producers wrap up 2017 and plan their equipment needs for 2018, the expanded offering from AGCO will provide more options as they consider equipment purchases," O'Brien says. "There are some excellent used machines on the market and CPO plus the extended service coverage will help buyers get even more from their investments in gently used equipment."

For full details on AGCO's Certified Pre-Owned program and AGCO Protection, producers should visit their local Challenger or Massey Ferguson dealer or visit www.agcocorp.com/cpo.html.

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*Some restrictions apply. Coverage is limited. Please see a participating dealer for restrictions and a full listing of the components covered by AGCO Protection.

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About AGCO

AGCO (NYSE: AGCO) is a global leader in the design, manufacture and distribution of agricultural solutions and supports more productive farming through its full line of equipment and related services. AGCO products are sold through five core brands, Challenger®, Fendt®, GSI®, Massey Ferguson® and Valtra®, supported by Fuse® precision technologies and farm optimization services, and are distributed globally through a combination of over 3,000 independent dealers and distributors in more than 150 countries. Founded in 1990, AGCO is headquartered in Duluth, GA, USA. In 2016, AGCO had net sales of approximately \$7.4 billion. For more information, visit <http://www.AGCOcorp.com>. For company news, information and events, please follow us on Twitter: @AGCOCorp. For financial news on Twitter, please follow the hashtag #AGCOIR.

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