

Advisory 2024-1

Buyer Beware – Grey Market Machines

“Grey market” machines and implements may be defined as equipment that is manufactured for use in market destinations outside of North America. This equipment may find its way back to North America as used or lightly used equipment that is sold online, through auctions, or by private equipment dealers.

While not illegal, it is critical that potential buyers understand warranty, service, and repair parts are not available for grey market machines through local equipment dealerships. Even though the imported equipment may be a well-known brand line, grey market machines are not the same as the equipment sold by licensed Alberta dealers. The grey market units are manufactured and designed for use outside of Canada and the United States. Alberta dealers and distributors cannot provide warranty, service, or repair parts as software programs (and sometimes engines) are different and service data is not available. What you save on the purchase price may cost you more when you are unable to find parts or repair your equipment.

Alberta dealers may assist potential buyers prior to a purchase of a grey market machine by checking the serial number of the equipment a potential purchaser is interested in. The local dealer should be able to tell the potential buyer whether the unit is in the North American system. The local dealer would also be able to inform the potential purchaser whether service and repairs would be available through the dealership.

Remember that in Alberta, the *Farm Implement and Dealership Act* provides protection for producers who buy new equipment through a licensed dealer so implements bought online, at auction, or out of province are not covered.

Buyers beware and make an informed purchasing decision!

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