

Machines without Valuation

*Electrical forklifts > 8 t, diesel forklifts as well as gas forklifts > 16 t, reach stacker, side loader, **storage technology** (electric tugs, pallet trucks, pallet stacker, picker, turret trucks) and all machines with a higher list price than 180.000,-- €.*

Guidelines for value orientation

The LECTURA Valuation is a miracle of the value system of the machinery on the European market. The values are an orientation guide for the purchase or the sales of used machinery from an authorised dealer.

Price-Formation

List prices

The price corresponds generally with the gross list price (off work/importer), value added tax excluded. Not all manufacturers do update their data regularly. This is shown in red in the "ideal of types". In this case we suggest contacting the manufacturer. Traction batteries and charger should be valued separately. Benchmarks for this can be found in the notes "batteries and charger". List prices do not represent current market prices

Listings

*Listings are the results of market surveys as well as of the personal opinion of the publisher. In addition, manufacturers, importers, trade organisations, experts, European organisations as well as associations act in an advisory capacity. **The accident prevention regulations must be still valid for 6 months.***

The listed values correspond to a medium value structure that results from the adjustment of regional differences between demand and supply. All listings are indicated in € (VAT excluded). They are not binding and without engagement.

Dealer purchase prices

The listings in the market overviews "LECTURA Valuation – Purchase" refer to the dealer purchase values. These are average values that were determined for the redemption by the authorised dealers.

Dealer sales prices.

The listings in the market overviews "LECTURA Valuation –Sales" refer to the dealer sales values.

Serial equipment

These are serial-production machines and tools (listed standard equipment included). Machinery and equipment do not show essential defects and are ready for immediate use.

Individual production (prototypes)

These are no values. There is only the list price listed.

- 1. This type is assembled in few items only and has a low market presence.*
- 2. Due to the technical criteria or the market strategy a reasonable valuation is not possible.*

A valuation for this kind of machinery can only be made individually by an expert. This also applies in case particular deviations from the named products are identified.

Maintenance work

Maintenance work increasing the value, new or replacement units, new crawler tracks or tyres, a condition above average relating to the year of manufacture and the number of operating hours shall be considered separately (positive or negative). The same applies to additional work equipment and any other accessories.

Conditions of use

The prices are quoted for machinery and equipment which do not reveal any material defects beyond the usual wear and sign of wear. In the calculation of the values, they assumed the use in one shift (8 hours/ day). The values refer to a machine ready for use regarding any and all functions.

Technical requirements

Supporting construction parts shall be crack- and break- resistant and shall not reveal any distortions, bendings or compressions. They shall be free from any damage resulting from corrosion. The machine shall be varnished in the original colour typical for the manufacturer, other colours such as the print of the previous company name cause a loss of value. All important aggregates, elements and equipment have not been replaced (renewed). They are in an average condition, which is conform with the operating hours and the commitment according to the regulations. Crawler tracks or tyres shall reveal a minimum state of preservation equal to 30%. Any defects deviating from the aforementioned provisions shall justify deductions. The amount of these shall depend on the extent of the damage identified respectively the increased wear.

Rules

The EU rules for manufacturer and trade shall be observed. The equipment shall comply with the equipment safety regulations and the safety specifications of the manufacturer. All related UVV regulations and guidelines for machinery shall apply.

Technical documents

All documents relating to the machinery shall be available. Operating license, general operating license or vehicle registration document, EU declaration of conformity, inspection books, manuals, catalogues for spare parts or other descriptive literature for the machinery, load tables.

LOAD FOCAL POINTS

Forklifts with mutable reach – Characteristic data according to prEN 1459

Rated load in kg From - to	Load focal point in mm				standardized lift height
	400	500	600	1200 1500	
0 – 1000		+	+		3300 mm
1000 – 5000		x	+		3300 mm
5000 – 10000		x			3300 mm
10000 – 20000			x		5000 mm
20000 – 25000			x		5000 mm
Over 25000				x x	5000 mm

x = standardized load focal point mm

+ = optimal load focal point in mm

OWN WEIGHT

The own weight for electric forklifts is understood with batteries included.

Batteries and charger

Drive batteries and charger for industrial trucks

According to DIN 43 535 completely in special isolated [steel trough](#)

Prices in EUR according to the market overviews from HAWKER-batteries

Name	Ah	24 V	48 V	80V
2 PzS	291	2.938	5.553	9.247
3 PzS	359	3.797	7.065	11.074
4 PzS	478	4.298	8.254	13.599
5 PzS	598	5.160	9.905	16.050
6 PzS	718	5.848	11.425	18.537
7 PzS	837	6.749	13.153	21.207
8 PzS	857	7.621	14.378	23.628
9 PzS	1.076	8.390	15.790	26.587
10 PzS	1.196	9.239	17.478	29.429

[Special voltage](#) / not [standardized battery voltage](#)

Voltages, that do not correspond with the DIN-Norm (f. e. 12 V, 36 V, 40 V, 72 V, 96 V)

< 24 V = € for 24 V – battery: 24 x Volt + 3 %

< 48 V = € for 48 V – battery: 48 x Volt + 3 %

< 80 V = € for 80 V – battery: 80 x Volt + 3 %

> 80 V = € for 80 V – battery: 80 x Volt + without premium

The valuation of a used battery must provide the following points:

1. The date of the manufacturer must be proved, f. e. by the covered [date of manufacture](#) (month/year) on the factory plate.

2. It must be certified by an expert service and an [inspection outcome](#) must exist

Age in years	% from the original price
½ year	70 %
1 year	60 %
2 years	50 %
3 years	40 %
4 years	30 %
5 years	20 %
6 years	10 %

Costs for the redemption are, according to the size of the battery, about 4, 80 € per cell (300 Ah) til 9,--€ per cell (1000 Ah).

Charger bis 500	1.386	2.050	2.363
500 til 700	2.090	2.397	3.201
above	2.368	3.036	3.385