

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 update their data on a regular basis. This is indicated in red in "Model data". In this case we recommend contacting the manufacturer directly. 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.

Valuation schedule

Depending on the state, the following surcharges or reductions shall be considered. The values apply both to the devices and to the existing equipment.

<i>Depending the individual state, the following surcharges or reductions shall be considered.</i>							
Cat eg ory	Valuat ion	Fact or	Condition	Wear	Tyres/ Suspensi on	Rules	Tests
1	excellent	1,1-1,3	exceptional	small	At least	Meets the safety rules	At least valid for 6 months
2	good	1	perfect	normal	50%		
3	average	0,75	Still operational	increased	30%		
4	poor	0,50	General overhaul required	Excessively worn			

All values refer to the category 2.

Note additional

1. Working height: *The nominal size is used to specify the working height for aerial work platforms. This measure is not determined unanimously:
a) In Europe is generally a measure of 2.0 m from the platform level added to the determination of the working height
b) In the U.S., a measure between 1.8 m and 1.9 m to platform height is added to the determination of the working height.
c) The information in this „Market Report working heights“ was corrected for the European design!*
2. Reach: *The outreach specification of boom lifts (articulated access- telescopic work platforms) like the working height is not exactly defined. It generally refers to the maximum width laterally accessible from the center of rotation of a joint or Telescopic platform. The data in this market report ranges refer to the specified maximum payload, e.g. 225 kg.*
3. Load capacity: *The specified load capacity is in accordance with DIN EN 280. The rated load in accordance with DIN EN 280 is the load for the mobile platform sized for normal operation. It consists of people and cargo.
mp = Per person is determined as a mass of 80 kg
me = the minimum load (tools, etc.) is 40 kg
n = maximum number of people on the platform
Load $m \times n = mp + me$*
4. Weight: *Maximal weight specification of serial machine attachment is a key parameter for the selection of appropriate machine.*
5. GGW: *The total weight of a motor-vehicle trailer is crucial for the choice and suitability of the tractor. The technical certificate of each trailer at point 28 and 29 the permissible loads in kg for trailers are specified with and without brakes.*
6. Stage LxW: *The work platform dimensions are given for the scissor- vertical- and telescopic vertical work platforms, because they determine the application of this aerial work platforms in addition to indicating the working.*