

## Guidelines for value orientation

*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 "type detail". In this case we suggest contacting the manufacturer. 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.

Depending on the condition the following awards and discounts shall be considered.

| <b>Cat<br/>ego<br/>ry</b> | <b>Valuatio<br/>n</b> | <b>Facto<br/>r</b> | <b>Conservation status</b> | <b>Wear</b> | <b>Tyres/<br/>Chassis</b> | <b>Rules</b>                               | <b>Tests</b>              |
|---------------------------|-----------------------|--------------------|----------------------------|-------------|---------------------------|--|---------------------------|
| 1                         | Excellent             | 1,1-1,3            | Above average              | little      | At least                  | meets the technical and safety regulations | At least six months valid |
| 2                         | good                  | 1                  | impeccable                 | normal      | 50%                       |  |                           |
| 3                         | Average               | 0,75               | Yet usable                 | increased   | 30%                       |  |                           |
| 4                         | poor                  | 0,50               | major overhaul needed      | Strong worn |                           |  |                           |

All noted values refer to category 2.

For the tyres this means that they do not satisfy the general operational safety and the legal minimum rules. The tyres are only allowed to show the average wear mark. The tyres must be functional and are not allowed to have defects. Shout down and new tyres lead to a correction of the vehicle value. It is the same if the size of the tyres differs from the standard equipment.