

USED MACHINES BEYOND COMPARE



When buying a used machine, will you be treated as well as someone buying a new machine? Ponsse offers you good customer service; quality machines and excellent maintenance are the cornerstones of Ponsse's used machine service.



Ponsse's used machines fulfil the strict criteria of forest companies – for example, the measuring equipment functions seamlessly with the forest companies' information systems. Ponsse wants to be at the spearhead of selling used machines too. "With us, used machines and used machine customers are valued as highly as the new PONSSE machines and their customers, everywhere in the world," says Product Manager **Jani Liukkonen**, who is responsible for used machines. "Ponsse's old machines have an excellent exchange value."

Good maintenance, secure spare part service

Product Manager Liukkonen emphasises that in acquiring a used machine the customer wants to make sure that maintenance is available. Whether the customer carries out daily maintenance himself or not, he must be sure that he will not be left alone should the need for some major maintenance work arise. That is why Ponsse takes pride in its spare part service. "We have invested in maintenance resources everywhere in the world, and we regularly train our maintenance staff."

Spare part deliveries have been optimised for the benefit of the customer: the right parts are found quickly and efficiently from the central warehouse located in Iisalmi. In addition, there are local warehouses in the whole of Ponsse's delivery network. If it happens that something is not found at the closest warehouse, it is delivered to the customer with a courier service from one country to another – the required part arrives usually within a couple of days.

Quality above all

Like Ponsse's new machines, its used machines are known for their enduring quality. Jani Liukkonen states that PONSSE forestry machines are always made from quality raw materials, and the technical solutions

have been proved good in practical use. The quality of used machines is guaranteed by the company's own spare part manufacturing; Ponsse manufactures a large part of a machine's basic structure in its factory at Vieremä.

The oldest PONSSE forestry machines still in use are from the 1980s. In acquiring a used machine, there is also the safety factor that Ponsse guarantees the availability of spare parts for ten years after the purchase. "In actual practice, we often provide parts for machines even older, up to 20 years old," says Liukkonen.

Used machine into shape

A used forestry machine usually comes to Ponsse in exchange for a new machine. When a machine from its old owner arrives at the service centre of a Ponsse seller or partner, it is first washed and cleaned, and the functioning condition is checked. "We update the measuring equipment and, if necessary, we carry out basic maintenance. Depending on the buyer's wishes and the age of the machine, we renew certain machine parts – for example, hydraulic pumps, bearings and other wear parts," explains Liukkonen. "We also welcome all competing makes of machine and renew their parts with our fitting components – or we acquire parts from external suppliers when necessary."

Precision acquisition for many a need

A used machine is well suited to changing customer needs. Used machines are excellent alternatives, e.g. when a machine entrepreneur wants additional capacity for increased thinning needs or seasonal logging. In the Northern hemisphere, for example, many farmers concentrate on timber harvesting in the winter. "On the new, developing markets, many machine entrepreneurs start mechanised harvesting with a used machine because often it is the most economical solution for them," says Jani Liukkonen.

The customers choose a machine according to their needs, and the overall economic effectiveness

plays a part in the decision making. A used machine is often favoured by harvesters who are beginners as an entrepreneur, and whose economics are less burdened by a used machine. Big entrepreneurs also like to use trade-in machines with new ones to increase capacity for seasonal harvesting. Those contractors who are enlarging their company size, besides investing in new machines, also like to acquire trade-in machines to boost their harvesting activities, among other things for the above-mentioned seasonal factor.

Where to get them?

Get to know our trade-in selection at our web address www.ponsse.com.

Ponsse's skilled salespeople will give you personal guidance. They will find a trade-in machine of good quality, either in your own country or through Ponsse's worldwide network. Delivery time varies from a few days to about a month.

