



# MachinePoint Used Machinery

Five star service when it comes to your used machinery needs

## For Buyers - What services does MachinePoint Used Machinery offer?

### **Best selection of used machinery in the market**

We control 80% of the used machines that are currently for sale in Western and Eastern Europe, and follow a rigorous audit process to select and promote only the best ones.

This is achieved thanks to our local sales team; our intensive marketing approach - which ensures good sourcing of machinery; and our strong partnerships with OEMs. Most machines are inspected personally by our technicians so as to ensure complete and exact information on the machines' conditions.

### **Free assessment on which machine is more suitable for you**

When it comes to "used" machinery, you are faced with an extensive list of possibilities and options, and will need to take into account a number of different variables that you would not normally consider when buying new machinery. Once you have researched and sifted through the different brands, models and years of manufacture; careful inspection is necessary to then determine whether the price has been correctly evaluated according to the condition of the machine, and the maintenance it has had.



Benefit from our expertise: our sales team are supported by machinery experts who work together to help you make an informed decision on which equipment best suits your individual needs; thereby eliminating the uncertainty of the used-machinery buying process.

For complete line solutions and processes, please contact our Complete Plant Division.

### **MachinePoint offers a full-service solution**

**Legal and international trade assistance:** Our Head Office specialists can assist you with all legal and international trade technicalities. We contract the best international lawyers to affirm the deals and contracts to make your buying secure.

**Financing:** regardless of your circumstances or geographical location; MachinePoint Finance Division can offer you financing solutions.

**Complete range of machinery handling:** dismantling, transportation, assembly, and other engineering services. Benefit from our partnerships with local engineering companies to cover all the services that you might need.

**Overhauls & Repairs:** please let us know your needs so we can give you a quote.

**Machinery Audits:** we highly recommend that all machines are visually inspected by buyers, however in some cases a professional audit done by reputable OEMs can give enough guarantee to make a purchase, and will also save you time and travelling costs.

**Arranging travelling plans:** visa arrangements, airport and hotels pickups, accommodation and transport reservations, etc.

**Local language:** our international team are wholly multi-lingual, and each market has a local seller, who will help you with the language and culture.



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## How do we work?

If you are looking to buy used equipment this is the procedure that we follow.

**MachinePoint will assess your needs** and help you reach an informed decision on the best machines available according to your individual requirements.

**MachinePoint will send you offers** according to the requirements you have specified to us.

Once you have selected the machines that appeal to you, MachinePoint will organize an **inspection visit**. We will draw up and sign all the **contracts** protecting confidentiality and the rights and obligations of the buyer, seller and MachinePoint.

MachinePoint will organize all aspects of the trip for you, and take you to inspect the machine. Any other quotes required: overhauling, transport, etc; can be provided within the price.

You **pay a deposit to reserve** the machine **and sign a purchase contract** that defines the steps of the transaction, dates, payment conditions, etc. This ensures the security of your purchase.

If **you require financing** you can contact MachinePoint Finance, and they will assess you on the options available depending on your circumstances.

**Final payment** has to be made on time, as predefined in the contracts.

**MachinePoint personnel will attend the loading and packaging** to guarantee safety and quality, which will also save you time and money.

MachinePoint will arrange all the services - logistics, insurance, import-export documentation - to **deliver the machine to your factory** or nearest port.

We document every single step of the buying process to guarantee quality and service for our customers: contracts will be signed at every step throughout the entire process, as and when required.

MachinePoint's objective is to make the purchasing of used equipment **easy and safe** for you.

