

# WHAT'S WRONG WITH THIS 'AS NEW' MACHINE?

The pitfalls of buying 'grey' or 'parallel' imported machinery



Grey or parallel imported machinery is imported outside authorised distribution channels, either direct from overseas or at auction. Offered at a bargain price, if it sounds too good to be true it usually is.

Ownership can be a nightmare and a risk to your business.

If you're thinking about buying a 'bargain' grey or parallel import, think twice. Make sure you get the facts before you put your business at risk, talk to the authorised Australian distributor or email: [cms@commercemgt.com.au](mailto:cms@commercemgt.com.au)



## GET THE FACTS

Make sure you ask the seller these questions when looking at a machine. Answers to these questions can help you check the facts with local distributors.

- 1** What is the make, model number, serial number and year of manufacture?
- 2** What official support is offered through the manufacturer's network if any?
- 3** Are parts and service available from the local dealer or importer?
- 4** How extensive is the warranty on the forklift?
- 5** What safety equipment is fitted to the forklift? Does it comply with Australian Standards?
- 6** Is there local backup to get the forklift moving again quickly should it breakdown?
- 7** Is the LPG Certification valid for the Australian market?
- 8** Does the engine emission levels meet our regulations?
- 9** What are the warranty implications if your forklift is not serviced by the manufacturer?
- 10** Is the user manual written in easy to read 'English'?