

# 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 of 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: [inquiry@cmeig.com.au](mailto:inquiry@cmeig.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 is the claimed warranty on the machine? Is there supporting documentation?
- 3** Are the parts available for the machine locally? (The serial number and year of manufacture can help you confirm this with your local distributor.)
- 4** Will the local distributor provide a warranty?
- 5** What safety equipment is fitted to the machine? Does it meet Australian standards?
- 6** If it is an excavator, does it have an ROPS cabs? If so, is there an OEM compliance plate?
- 7** What emissions standard is the engine built to?