



LECTURA is a German publisher with more than 25 years of experience in the mobile machinery field.

LECTURA is observing and analyzing the market of used mobile machinery.

In collaboration with technical experts LECTURA creates overviews and lists of sales and purchase prices.

LECTURA-Guide Aerial Work Platforms



The LECTURA price guide for aerial work platforms will ease your everyday work by keeping you well-informed about the aerial work platform market segment.

It provides technical data, contact addresses, new and used values for:

trailed platforms | truck-mounted platforms
self-propelled platforms | vertical platforms
pole climbing platforms | scissor lifts | personal lifts



22 machinery categories

121 manufacturers

4.300 machine types

more than 25.000 prices!

LECTURA-Guide Aerial Work Platforms



Available as:

Book

(From 2010 available in 8 languages:
German, English, French, Italian, Spanish, Russian,
Polish, Chinese)

- ✓ Gross list prices for new machines
- ✓ Dealers' purchase prices for used equipment manufactured within the recent 10 years
- ✓ Standard/Optional equipment
- ✓ Contact information



LECTURA-Guide Aerial Work Platforms



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erfolgreich verhandeln –
sicher und gut entscheiden!



Available as:
CD-ROM and online

- ✓ Gross list prices for new machinery
- ✓ Dealers' purchase and sales prices for used equipment manufactured within the recent 16 years
- ✓ Value correction according to actual working hours
- ✓ Consideration of the equipment's condition
- ✓ Estimated future value
- ✓ Individual printout of the valuation
- ✓ Contact information
- ✓ Supports 8 languages

The screenshot shows the LECTURA website interface. At the top, there is a navigation bar with links for Registration, online dictionary, Mobile-Maschinen.de, Job market, Knowledge portal, and Searching of technical data. Below this is a search bar with fields for Username and Password, and a Login button. The main content area is titled "Aerial Work Platforms" and displays a table with 4231 types. The table has columns for Type, Manufacturer, Basic price, First year, and Last year. Below the table, there are banners for "NEW LECTURA" and "BICES 2009".

Type	Manufacturer	Basic price	First year	Last year
10 MSP	JLG	####,## €	2005	2009
10 SSV	JLG	####,## €	2004	2007
10 VP	JLG	####,## €	1998	2002
100 DLX S	Manitou	####,## €	2001	2003
100 HX	JLG	####,## €	1994	1997
100 HX+10	JLG	####,## €	1994	2002
100 NK	Thomas	####,## €	1994	2000
100 NKP	Thomas	####,## €	1994	2000
100 NW	Thomas	####,## €	1994	2009
100 NW	Thomas	####,## €	1994	2009
100 VJR Evolution	Manitou	####,## €	2008	2009
100 XEL	Manitou	####,## €	2001	2009
1000 DK 9 JR 10	Denka-Lift / Rothleher	####,## €	1994	1998

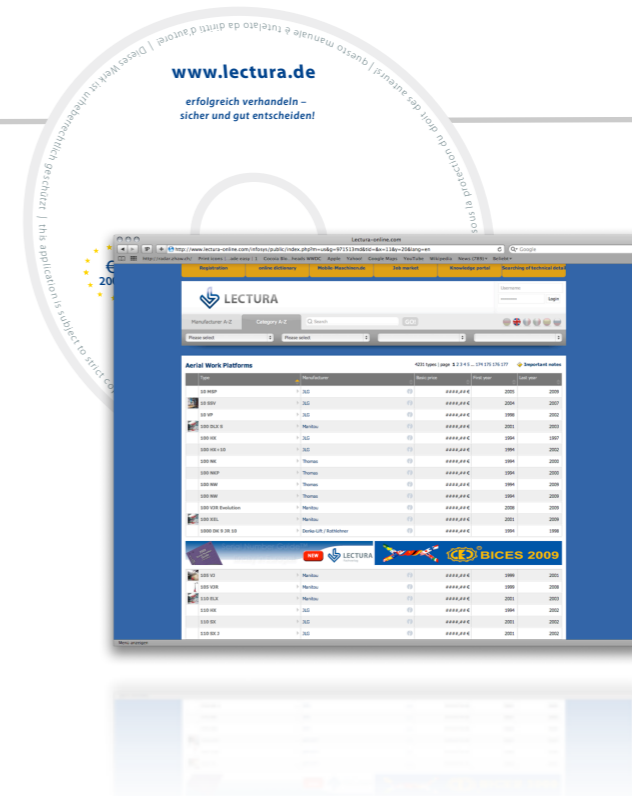
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Prices



normal: 139,- EUR
for IPAF members: 99,- EUR



normal: 176,- EUR
for IPAF members: 136,- EUR

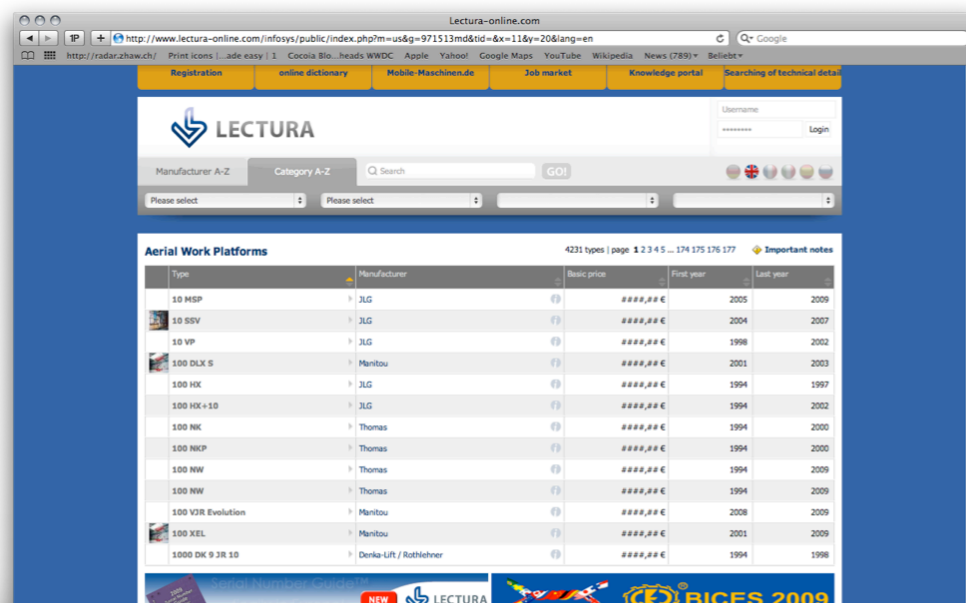


NEW:



Online-valuation Aerial Work Platforms + telescopic handlers

normal: 299,- EUR
for IPAF members: **230,- EUR**



-24%

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Fachverlag