

## 2013 Manitou MT1840 — 6,412 hours

Klaravik online auction · Vara, Västra Götaland (SE) · object 3294264 · closes ~1 Oct 2026 · reserve status not shown  
Buyer scenario: telehandler trader, Antwerp province (BE), reselling to Benelux contractors and rental firms

|                                                  |                               |                                |                               |
|--------------------------------------------------|-------------------------------|--------------------------------|-------------------------------|
| <div>WATCH</div> <div>Hard cap 250 900 SEK</div> | CURRENT BID                   | MAX SAFE HAMMER (10%)          | EXPECTED RESALE               |
|                                                  | <b>165 400 SEK</b>            | <b>€22,200</b>                 | <b>€35,000</b>                |
|                                                  | €14,650 ex VAT, 26 Sep        | 250 900 SEK · @15%:<br>€20,600 | range €32,000–€38,000         |
|                                                  | GP AT CURRENT BID             | TARGET GROSS MARGIN            | CONFIDENCE                    |
|                                                  | <b>€12,691</b>                | <b>10–15%</b>                  | <b>Medium</b>                 |
|                                                  | not meaningful: 5 days to run | of resale price                | deep comp set; fee unverified |

The current bid (≈€14,650) is irrelevant with five days to run. Benelux dealers ask €37–40k for 2012–15 MT1840s. After a Klaravik fee we could not verify, freight to Antwerp, and a service reserve (the **last service was December 2022** and the **inspection certificate expired March 2026**), a Belgian trader can pay up to **250 900 SEK (€22,200)**. Swedish and Danish retail for MT1840s is higher (DK 2014 unit asked at €56,852), so local bidders may well go past that. Set the cap and walk away if it's exceeded. **Four MT1840s sell unreserved at Euro Auctions Dormagen on 14–16 Oct**, with verified fees, as a fallback.

### Machine (from Klaravik listing)

|                   |                                                                                                                                     |
|-------------------|-------------------------------------------------------------------------------------------------------------------------------------|
| Model             | Manitou MT1840 (4.0 t / ~17.6 m)                                                                                                    |
| Year / hours      | 2013 (type plate) / 6,412 h                                                                                                         |
| Serial            | 924646                                                                                                                              |
| Weight / power    | 11,710 kg / 75 kW, 4WD hydrostatic, 25 km/h                                                                                         |
| Tyres             | Michelin 440/80-24 (condition not stated)                                                                                           |
| Attachments       | Pallet forks; 1,800 mm bucket with hydraulic side-shift                                                                             |
| Service           | Last service 18 Dec 2022                                                                                                            |
| Inspection        | Valid to March 2026 (expired)                                                                                                       |
| Condition text    | “Objektet fungerar, inga kända anmärkningar eller fel” (works; no known remarks or faults). Starts, drives both directions, steers. |
| CE / registration | CE marked; not road-registered in Sweden                                                                                            |
| Seller            | Company; Klaravik acts as intermediary; sold as-is                                                                                  |

### Two things to settle before bidding

- 1. Buyer fee is not public.** Klaravik shows its “inropsavgift” only to logged-in bidders and it “varies by object”. We model 5%. Read the actual figure on the object page; each ±1% moves the ceiling ≈ €215.
- 2. You pay 25% Swedish VAT up front.** Klaravik invoices VAT and refunds EU VAT-registered buyers only after export documents are submitted (signed CMR, transporter invoice, Klaravik export declaration) within 10 days of the month-end after pickup. On ~€22k that is ~€5.5k of cash tied up for 6–8 weeks, and a real cost if the paperwork slips.

## Landed economics — at the 10% ceiling

| COST LINE                                                                      | EUR                    | BASIS      |
|--------------------------------------------------------------------------------|------------------------|------------|
| Hammer at max safe price (10% margin)                                          | €22,221<br>250 880 SEK |            |
| Klaravik buyer fee ('inropsavgift') — NOT PUBLIC, assumed 5%                   | €1,111                 | unverified |
| Swedish VAT 25% on hammer + fee (paid, refunded after export docs)             | €0                     | verified   |
| Cash cost of VAT refund lag (~50 days @ 8%)                                    | €64                    | estimate   |
| FX conversion EUR → SEK (0.5% spread)                                          | €111                   | estimate   |
| Transport Vara → Antwerp province (~1,250 km, 11.7 t, standard low-loader)     | €2,300                 | estimate   |
| Pre-purchase inspection (local inspector, Västra Götaland)                     | €450                   | estimate   |
| Refurbishment reserve (service overdue since Dec 2022, BE keuring, tyres/pads) | €3,000                 | estimate   |
| Holding / finance (75 days @ 8% p.a.)                                          | €492                   | estimate   |
| Selling costs (listing, prep, keuring certificate)                             | €700                   | estimate   |
| <b>True landed cost</b>                                                        | <b>€30,450</b>         |            |

### Max-buy calculation

|                                                       |                       |
|-------------------------------------------------------|-----------------------|
| Expected dealer resale                                | €35,000               |
| – required gross profit (10%)                         | –€3,500               |
| – risk reserve (3%: service gap, unverified fee)      | –€1,050               |
| – fee, freight, inspection, service, holding, selling | –€8,229               |
| <b>= Maximum safe hammer</b>                          | <b>€22,221</b>        |
| in SEK at ECB 11.29                                   | 250 880 SEK           |
| at 15% required GP                                    | €20,594 / 232 506 SEK |

### Refurbishment reserve: €3,000 (estimate)

Nearly four years since the last recorded service: engine, hydraulic, transmission and axle oils and filters (~€1,200–1,600), Belgian periodic inspection (keuring) before resale (~€350), boom wear pads and hoses, one or two tyres if worn (440/80-24 ≈ €900–1,300 each). The high case (€6,500) is on the sensitivity page.

**Transport:** €2,300 is an estimate for ~1,250 km Vara → Øresund/Great Belt → Antwerp province. At ~2.4 m wide and 11.7 t the machine fits a standard low-loader with no permit. Get two quotes; the Trelleborg–Rostock ferry is an alternative.

## Market evidence

10 priced EU dealer asks for 2012–2015 MT1840s, normalised to 2013 / 6,412 h (±€2,000 per model year, €1.50 per hour). Adjusted median ask **€37,401** (IQR €36,342–€38,330). Less a 7% ask-to-deal discount gives €34,783. We use **€35,000** as the central resale. The Belgian comps are tightly clustered (five Geboers units at €37,000–38,500), which is why confidence is higher here than for the other two briefs.

| MACHINE                                          | YEAR | HOURS | PRICE   | TYPE       | WHERE / WHO           | ADJ. TO SUBJECT |
|--------------------------------------------------|------|-------|---------|------------|-----------------------|-----------------|
| Manitou MT1840                                   | 2012 | 3,642 | €38,500 | Dealer ask | BE · Geboers Machines | €36,345         |
| Manitou MT1840                                   | 2012 | 5,190 | €37,500 | Dealer ask | BE · Geboers Machines | €37,667         |
| Manitou MT1840                                   | 2012 | 5,169 | €37,000 | Dealer ask | BE · Geboers Machines | €37,136         |
| Manitou MT1840                                   | 2012 | 5,676 | €37,000 | Dealer ask | BE · Geboers Machines | €37,896         |
| Manitou MT1840                                   | 2012 | 4,612 | €37,500 | Dealer ask | BE · Geboers Machines | €36,800         |
| Manitou MT1840                                   | 2015 | 7,970 | €39,500 | Dealer ask | BE · Key-Tec          | €37,837         |
| Manitou MT1840                                   | 2012 | 5,166 | €39,500 | Dealer ask | FR · TP Zone          | €39,631         |
| Manitou MT1840 (bucket, forks)                   | 2012 | 4,035 | €37,900 | Dealer ask | SI · FIŠ d.o.o.       | €36,334         |
| Manitou MT1840                                   | 2012 | 7,780 | €36,372 | Dealer ask | PL · F.H.U. Czyleko   | €40,424         |
| Manitou MT1840<br>UK (GBP) — lower-priced market | 2014 | 6,626 | €33,741 | Dealer ask | UK · SHS Merchants    | €32,062         |
| Manitou MT1840<br>Nordic retail — excluded       | 2014 | 3,750 | €56,852 | Dealer ask | DK · Unimas           | excluded        |
| Manitou MT1840 ST3B<br>Nordic retail — excluded  | 2015 | 5,918 | €46,075 | Dealer ask | NO · Oslo Maskin      | excluded        |

### Alternative supply with known fees: Euro Auctions Dormagen (DE), 14–16 Oct 2026

2014 Manitou MT1840 (turbo, joystick, stabilisers, sway, piped, forks) lot 200316700

2014 Manitou MT1840 A (×2) lots 200316359 / 200316368

2012 Manitou MT1840 lot 200315708

Manitou MT1840 (year n/a) lot 200316731

Unreserved. Commission 10% of the first €4,500 + 2.5% of the balance (verified in Euro Auctions DE terms, cl. 18). 0% German VAT for EU buyers with export proof. At a €22k hammer the fee is ~€890, against ~€1,100 at an assumed 5% on Klaravik, and there is no VAT cash-flow drag. Hours not yet published.

### Why Nordic prices don't set the ceiling

Danish and Norwegian dealers ask €46–57k for 2014–15 MT1840s. That supports strong Swedish bidding, but it is not a Belgian trader's exit market. The ceiling is set by where *you* sell. If you have a Scandinavian customer, re-run with that exit.

UK asks (SHS, 2014, 6,626 h, €33,741) show the low end of Western Europe.

## Risks and what to verify

1. **Buyer fee (unverified).** Read the object-specific “inropsavgift” when logged in, before placing a bid. 3% → ceiling €22,651; 10% → €21,216.
2. **Service gap since Dec 2022 and expired inspection.** Ask the seller (via Klaravik Q&A) whether the machine was in daily use and why service stopped. Request photos of the hour meter, boom wear pads, tyres and any hydraulic sweating at the telescopic cylinders.
3. **Hours: 6,412 “mätarställning”.** Verify on the display. Manitou's ECU may hold a separate engine-hour log.
4. **Year:** “2013 per type plate”. Serial 924646 fits Manitou's 2013 range, but ask for a type-plate photo.
5. **VAT refund discipline.** The refund depends on a signed CMR, the transporter's invoice and a timely submission. A missed deadline turns 25% VAT into a cost.
6. **Resale is built on asks.** Dealer asks cluster tightly, but no public sold results are available (Klaravik and Euro Auctions don't publish them).
7. **Tyres and boom.** Two new 440/80-24s cost ~€2,000–2,600. Boom pad/chain wear on 18 m machines is a common post-purchase surprise.

### What would change the call

BUY if the bid is still  $\leq 232\,500$  SEK (15%-margin ceiling) in the final minutes and the seller's answers on service/usage are satisfactory. PASS if the fee shown is  $\geq 10\%$ , or if photos show boom-pad or tyre work needed beyond the reserve. Otherwise wait for Dormagen (14–16 Oct).

### Pre-bid checklist

☐ Read the inropsavgift ☐ Ask the seller about the service gap ☐ Hour-meter and type-plate photos ☐ Tyre tread photos ☐ Transport quote (Vara → yard) ☐ EU VAT number and export docs process set up with Klaravik ☐ Local inspector booked (Göteborg area) if the bid approaches the cap

## Sensitivity

Each row changes one input from the base case. The call stays WATCH with a hard cap in every scenario. What changes is the level of the cap.

| SCENARIO                                      | RESALE  | MAX SAFE PRICE @10%   | @15%                  | CALL VS. CURRENT PRICE |
|-----------------------------------------------|---------|-----------------------|-----------------------|------------------------|
| Base case (fee 5%)                            | €35,000 | €22,221 / 250 880 SEK | €20,594 / 232 506 SEK | WATCH — cap as shown   |
| Resale -10%                                   | €31,500 | €19,390 / 218 908 SEK | €17,925 / 202 371 SEK |                        |
| Resale low                                    | €32,000 | €19,794 / 223 476 SEK | €18,306 / 206 676 SEK |                        |
| Resale high                                   | €38,000 | €24,649 / 278 284 SEK | €22,882 / 258 335 SEK |                        |
| Fee 3%                                        | €35,000 | €22,651 / 255 728 SEK | €20,992 / 236 998 SEK |                        |
| Fee 10%                                       | €35,000 | €21,216 / 239 528 SEK | €19,662 / 221 985 SEK |                        |
| Transport +50%                                | €35,000 | €21,134 / 238 607 SEK | €19,507 / 220 232 SEK |                        |
| Extra repair bill +€3,500 (tyres + boom pads) | €35,000 | €18,913 / 213 527 SEK | €17,285 / 195 152 SEK |                        |

### At what hammer does this still pay?

| HAMMER  | SEK         | LANDED  | GP @ €35K | GP %  |
|---------|-------------|---------|-----------|-------|
| €18,000 | 203 220 SEK | €25,911 | €9,089    | 26.0% |
| €20,000 | 225 800 SEK | €28,061 | €6,939    | 19.8% |
| €22,000 | 248 380 SEK | €30,212 | €4,788    | 13.7% |
| €24,000 | 270 960 SEK | €32,362 | €2,638    | 7.5%  |
| €26,000 | 293 540 SEK | €34,513 | €487      | 1.4%  |
| €28,000 | 316 120 SEK | €36,663 | -€1,663   | -4.8% |

**Bottom line:** a good-quality, easy-to-sell machine at the wrong price for most of this auction. Leave one bid at your cap (≈ 250 900 SEK at 10%) after reading the fee. If it goes higher, let it go and use Dormagen.