

Ikkeljärven Turve Oy in Kauhajoki has been in the energy business for thirty years. In 2001 they started harvesting, which soon became the company's main area of business. At first, logging was done for Forest Management Associations, and the work focused on thinning in the autumn and winter. At present, the company is contracting for Stora Enso. "Now we can expect to be logging around the year. In addition to first and second thinnings, we will be doing some regeneration felling," says **Risto Ranta**, a shareholder in the company.

The company of five shareholders is using three harvesting chains: the equipment consists of three harvesters intended for harvesting industrial wood and three forwarders. Until now, the machines have been acquired mainly as used. "We are relatively young as forestry entrepreneurs, and quite a large proportion of the capital is tied up, which is why we have chosen used machines, turning towards smaller capital expenses," Ranta says. Although the company has not been felling for very long, all the company's entrepreneurs have had time to gain a lot of experience with forest machines and logging in forest work.

A Ponsse trade-in machine that has been through the reconditioning programme is a secure acquisition

Ikkeljärven Turve purchased their first trade-in machine in January 2006. So far, Ponsse has dispatched two PONSSE Caribou forwarders, one of them from 1998 and the other from 2002. "Caribou has been a natural choice for us: in young pre-thinning forests the machine needs to be as light and agile as possible. Since acquisition, the machines have been in constant use. Only the normal maintenance has been necessary. A big factor is, of course, the seller and how the sale is conducted: Ponsse's used machine trade is fair play."

This spring they struck a deal on a PONSSE Beaver harvester, which is from the year 2002. "For us, it is important that a harvester works both in thinning and regeneration felling," Ranta emphasises. The Beaver has been through a trial run, and at the moment it is being prepared for dispatch at Ponsse's used machine maintenance. The occasion of *Ikkeljärven Turve Oy* making a deal on the PONSSE Beaver was also an opportunity to get to see Ponsse's training service. "It was extremely knowledgeable: in addition to the trial runs and user training, the trainer also told us about the adjustments of the forwarder and some other tips he had. The boys who were trained by him greatly appreciated it, and it was evident in the re-



"Quality trade-in machines were the solution for us when we started harvesting," says Risto Ranta.

Achieving small capital costs **WITH USED MACHINES**

sults too," says Risto Rantala. "The buying of a used machine is much based on trust. It is easy and safe to trade with someone you know is competent. The PONSSE machines also are reputedly steady. It is easy to buy a machine that has a good reputation, so you know that maintenance and after sales services are reliable. The price also affects your decision. The machines' price/quality ratio has always been given consideration. The cheapest machine is not always the best buy," Risto Rantala concludes the decisive factors affecting the dealing with used machines.

The ergonomics and space of the cabin is important

The Ponsse trade-in machines have always been especially appealing to the drivers of *Turve Oy* from *Ikkeljärvi*. "The crew likes to drive a Ponsse. Some time ago we bought a forwarder from Ponsse's competitor. In technical terms, there were no defects, but the drivers like the ergonomics of the PONSSE machines very much. The cabin is in a class of its own inside, and that is how it should be when the driver spends 10 hours a day in there. You don't feel claustrophobic in a spacious cabin, and you won't get tired. It can be that the air is better in a spacious cabin too," ponders Rantala.