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PERFECT IN
PERFORMANCE.**

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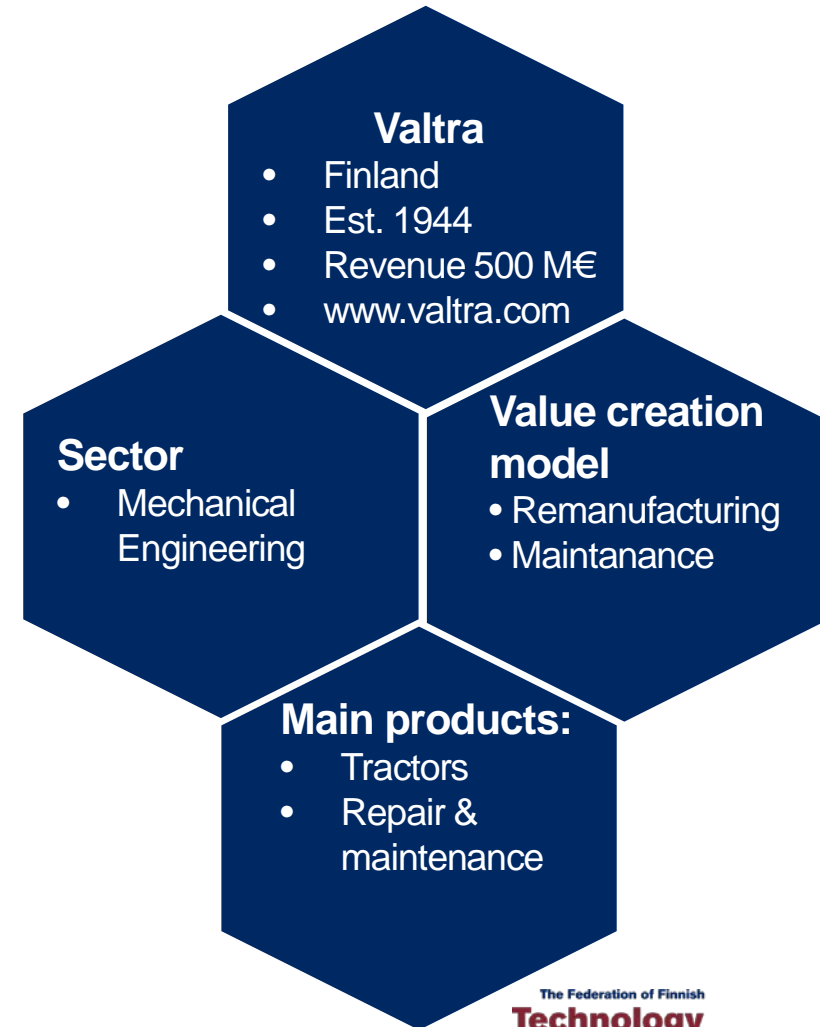
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The Company

VALTRA

- **Valtra develops, manufactures and services Valtra tractors**, which are recognized for their reliability and durability.
- Each tractor is specifically designed to individual customer's needs, and manufactured to withstand the harshest climates.
- Valtra has manufactured tractors **since 1951**. Today's Valtra tractors represent the culmination of two traditions: Finland's Valmet and Sweden's Volvo BM.



The Challenge / Opportunity: Remanufacturing (1)



- Over the past three years, Valtra has been building their **remanufacturing** operations.
- Once transmission of a customer's tractor comes to the end of its working life, the customer can order remanufactured parts directly from Valtra.
- At their factory, Valtra disassembles the old transmission, replaces damaged or worn-out parts with new ones, calibrates the components and offers a factory warranty on the work.
- **Remanufactured gearboxes** are an inexpensive and fast alternative for possible transmission repairs.
 - Each gearbox is as **good as new, quality-checked and equipped with all the latest upgrades** – and all this for about 60 percent the price of a comparable new gearbox.
- At the factory, the old gearbox is taken apart, washed and inspected. Any defective parts and all bearings are replaced with new ones by professionally trained transmission specialists. Undamaged parts that are still in good condition are reused if possible. The gearbox is then reassembled, painted and tested. All available upgrades are also made.
- Valtra currently **offers around 50 types of remanufactured gearboxes**.



The Challenge / Opportunity: Remanufacturing (2)



- In the beginning, the resellers very not very excited about Valtra's factory remanufactured gearboxes. They would have preferred traditional model, where resellers' own mechanics repaired old gearboxes.
- However, the resellers have learned to understand the **benefits of remanufacturing**:
 - the customer gets a new gearbox quickly
 - planning of the work is easier as the amount work required is known in advance
 - the customers are happy as they get their tractor quickly back to work.
- Not all used gearboxes are suitable objects for remanufacturing work.
 - The critical element is the casing of a gearbox.
 - The gearbox has to be "dry", i.e. the oils etc. must be removed in advance.
 - If the gearbox is in a very bad condition, it will be recycled and not remanufactured.
- Each remanufactured gearbox gets a new identity.



The Challenge / Opportunity: Remanufacturing is good business



- From remanufacturing's point of view, Valtra has a big advantage in having their own ***in-house production***. Nowadays many tractor manufacturers have outsourced some part of their production, and are using subcontractors.
- Valtra offers remanufacturing service ***mainly in Europe*** where the cost of reverse logistics is reasonable. The company has a warehouse in France serving the Central European market.
- Valtra has created a system where resellers pay a ***deposit*** sum once they receive a remanufactured gearbox. Once the old gearbox is returned to the factory, Valtra returns the deposit sum to the reseller. Thanks to this system, **Valtra gets back practically all gearboxes.**
- The ***quality*** of remanufactured gearboxes has been good, and there are very few cases where remanufactured parts have needed to be repaired.
- Remanufacturing process provides also valuable ***feedback to product development***, and sometimes product design has been modified due to feedback from remanufacturing team.
- ***For Valtra, remanufacturing is a profitable and growing line of business.***