Pöttinger combines spare parts competence in DK and SE

Takeover of DFMI dealership with years of experience

*Pöttinger Scandinavia ApS was founded just one year ago as a sales subsidiary. As a result of continued expansion and successful business development, on 01 August 2017 Pöttinger will take over DFMI (Dans Fransk Maskinimport A/S) - one of the dealers with many years of experience - for the sales of spares and replacement parts.*

Rapid and long-term availability of parts is a key factor for farmers and contractors. To guarantee this, regional proximity to customers is important, as are availability over multiple generations and, above all, a modern, efficient **logistics concept**. DFMI has been very successful at selling Original spare parts by Pöttinger in Denmark since 2002. In the course of intensifying activities on the Scandinavian market, Pöttinger will take over the Hobro location of its long-standing partner. Spare parts sales have been extremely successful in the past thanks to the dedication of **Jørgen Gravesen** at DFMI. As new employee of Pöttinger Scandinavia, Gravesen is now responsible for the sales of spare parts in Denmark and Sweden. An additional employee has been taken on for the stores to ensure the timely dispatch of urgent spare part orders. This new configuration makes it easy for dealers to order parts through a web shop, which has a positive effect on the response time for our customers.

"Thanks to DFMI's long-term and very good cooperation, we have taken on board a partner that can ensure optimum and rapid spare parts supply for our customers," says Christoph Schürz, Area Sales Manager for Northern Europe: "together with our team in Austria and the advantages of the new spare parts logistics centre, we will be able to serve the Scandinavian market even better."

**Optimum availability**

With its new spare parts logistics centre in Austria, Pöttinger has a central hub for shipping parts all over the globe. It features an automatic small parts warehouse as well as a mechanised pallet rack system with a total of around 50,000 Original spares and wear parts – from the smallest gasket through to complete implement frames: up to 800 customer orders will be processed every day and 3.5 million different articles dispatched every year.

**Photo preview:**



Jørgen Gravesen, the new employee of Pöttinger Scandinavia

<https://www.poettinger.at/de_at/Newsroom/Pressebild/3921>

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