



# Drop The Gavel

*Auctions are often the wrong channel for your used equipment*

## Challenge

A manufacturing facility shuts down. The company hires an auctioneer to liquidate the manufacturing assets. The one-day event is an excellent option if your goal is to sell off as many items as possible as fast as possible. Unfortunately, there is a trade off for this fast liquidity event - **value**.

Large amounts of money are being left on the auction floor each time that gavel bangs.

Here are some real world examples of how equipment purchased at auction has been resold through EquipNet for significant profits. Had the original sellers used EquipNet's multiple sales channel approach instead of only an auction, they would've received over a **173% increase in returns!**

<u>Purchased at Auction and Resold via EquipNet</u>	<u>Purchase Price At Auction</u>	<u>Sold Price Via EquipNet</u>	<u>Increase</u>	<u>%</u>
West RW 600 Crimp Capper	\$35,000	\$100,000	\$65,000	187%
Aeromatic MP1 Fluid Bed Dryer	\$27,500	\$80,000	\$52,500	191%
Fluid Air Fluid Bed Dryer	\$30,000	\$90,000	\$60,000	200%
Glatt GPCG 5 Fluid Bed Dryer	\$56,750	\$150,000	\$93,250	164%
T.K. Fielder 25/65 High Shear Mixer	\$16,250	\$45,000	\$28,750	177%
Noak DPN 760 Thermoformer	\$22,000	\$50,000	\$28,000	127%
Baush and Stroebel Syringe Line	\$23,000	\$90,000	\$67,000	291%
Powerex/Glatt 50 Liter High Shear Mixer	\$10,250	\$25,000	\$14,750	144%
Powerex/Glatt 200 Liter High Shear Mixer	\$22,500	\$50,000	\$27,500	122%
Elizabeth Hata Tablet Press	<u>\$22,500</u>	<u>\$45,000</u>	<u>\$22,500</u>	<u>100%</u>
<b>TOTAL</b>	<b>\$265,750</b>	<b>\$725,000</b>	<b>\$459,250</b>	<b>173%</b>

## EquipNet's Solution

By providing multiple sales channel options, *including auctions*, EquipNet allows clients to maximize the returns on each asset class. Even if time is of the essence, EquipNet can easily remove and store the premium pieces in any of their consignment warehouses in the U.S., Puerto Rico and throughout Europe.

## Proactive Management Channels

Internal Redeployment  
 Negotiated Sales  
 Refurbishment  
 Bartered Items  
 Ebay Buy-It-Now Sales  
 Sealed Bid Auctions  
 Consignment Open Houses

The Bargain Bin  
 Dealer VIP Program  
 Traditional Auctions  
 Bulk IT Export  
 Online Auctions  
 Ebay Auctions  
 Scrap

