

THE CHALLENGE

The client was originally working with a third party auctioneer to sell its surplus equipment from a site closure in Escuintla, Guatemala. When the event did not yield the desired results the company was looking for, the client reached out to EquipNet to enlist in our expertise to sell the remaining inventory.

This facility was producing household products, including bleach and detergent; the new company moving into the facility only manufactures bleach, leaving the client with a range of surplus detergent production equipment. The client needed full clearance within only three months and EquipNet was also provided with a list of prohibited buyers from competitor companies.

Surplus included conveyors, scales, hoppers, sealers, counting systems, mixers, wrappers, automatic packaging machines, bag fillers and much more.

THE SOLUTION

With such a short timeframe and a number of prohibited companies, EquipNet had to act fast to yield favorable results for the client. EquipNet's specialists analyzed and evaluated the list of equipment from the client and then prepared preliminary online listings, which were immediately activated on EquipNet's MarketPlace™ once confirmed by the seller.

- **Project Management**
- **Site Closure Management**
- **Individual Asset Sales**
- **Worldwide Logistics**

CLIENT OVERVIEW

As one of the top consumer goods companies in the world, this company yields over \$85 billion per year in revenue while operating on all seven continents.

FOR MORE INFORMATION

Learn more about EquipNet's Services and Programs, like this one, contact us or please visit [EquipNet.com](https://www.equipnet.com).



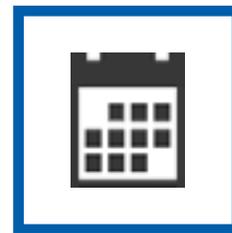
\$115,000
In Sales
Proceeds

THE RESULT

The majority of the high-valued assets were sold within the original timeframe, but the deadline was eventually extended to sell some of the lower value items and maximize results.



17
Assets
Sold



3+ Month
Deadline
Met

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