

THE OVERVIEW

EquipNet is constantly working on asset disposition projects with multiple clients across the globe to help companies buy, sell, and manage their surplus. This case study outlines how EquipNet was able to help our long-term client with both buying and selling equipment.



BUY-SIDE

EquipNet was working on a project with a food packaging client at its facility in New York. While handling this project, EquipNet realized a great opportunity for one of its other clients; a leading global provider of food, agricultural and other related products. We reached out to this client to inform them of this project, specifically three remaining Ropak form fill seal machines, which would be great additions to its sugar sachet packaging needs.

The client agreed to purchase all three of the form fill seal machines for \$240,000, saving over \$900,000 off the cost of buying these machines new. Additionally, EquipNet agreed to handle all of the logistics needs for proper shipment of the equipment.



SELL-SIDE

Aside from helping this client purchase pre-owned equipment, EquipNet has also been helping this company with selling its surplus for over ten years. The client contacted its sales representative for assistance with selling a JBT FoodTech Impingement Freezer. Once EquipNet gathered the needed information, specs, and images, the piece was listed on EquipNet's Online MarketPlace for \$295,000. Due to EquipNet's global reach within the equipment market, a prospective buyer from overseas submitted an offer of \$235,000, which was negotiated to \$270,000 – approximately 92% of the ask price. Both the seller and buyer accepted this offer and EquipNet also coordinated the logistics needs for shipping the freezer.

CLIENT OVERVIEW

The client highlighted in this case study is a leading manufacturer specializing in the food, agriculture, and other related industries.

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).

THE RESULTS

In both of these situations, the buyers and sellers were fully satisfied with the end result. These clients continue to seek EquipNet's expertise with proactively buying, selling, and managing their equipment.



BUY-SIDE



3 Assets



**Food Packaging
Equipment**



**\$900,000+
in savings**



SELL-SIDE



1 Asset



**Food Packaging
Equipment**



**Sold for 92%
of the ask price**

CLIENT OVERVIEW

The client highlighted in this case study is a leading manufacturer specializing in the food, agriculture, and other related industries.

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