

TURN YOUR ASSETS INTO DOLLARS



ASSET SALES, INC.

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What Can Asset Sales, Inc. Do For You?

Welcome to Asset Sales, Inc., the industrial machinery auction firm that turns your assets into dollars! We specialize in a broad spectrum of industrial machinery auctions, appraisals, private sale treaties and liquidations, serving as a complete turn-key operation that's focused on the intricate details necessary to succeed.

Our knowledgeable staff provides 120+ years of combined experience and serves as a single point of contact for all necessary and potential needs.

We've traveled the world over, auctioning some of the finest facilities around with great results. No facility is too large or too small for us.

We have experience in metal working, machine tools, iron and steel fabrication, laser fabrication, foundry, aerospace, construction, mining, forestry, biotech, medical, pharmaceuticals, plastics, material handling, electronics, textile manufacturing, primary metals, and woodworking machinery and equipment.

We look forward to working with you, whether you're interested in turning your assets into dollars or participating as a buyer at one of our upcoming auctions!



Gerald D. Mannion – CEO

gerald@asset-sales.com

Gerry, started in the machinery business over 50 years ago. During the course of his career he has achieved much success. He has served on the board of the MDNA, a prestigious association of machinery dealers. He has personally been involved with the auctioning and liquidating of over 1,500 companies, both nationally and internationally. Gerry was also involved in the largest auction in history – Massey Ferguson in Canada. He is the driving force of Asset Sales.

Lance W. Mannion - President & Lead Auctioneer

lance@asset-sales.com

Lance is the youngest son of Gerry and our lead auctioneer. He started in the auction business at the young age of twelve selling concessions at his father's auctions. Later he moved into plant preparation as a field supervisor. This experience gave him a great understanding of the auction process. Today Lance is one of the best auctioneers around, always sharp and attentive to the action on the auction floor.

"We say what we do and do what we say!" – Gerald Mannion

120+ YEARS OF EXPERIENCE

Worldwide Auction Services

Live Onsite Auctions | Online Bidding Available | Appraisals

Outright Purchase Auctions | Guaranteed Participation Auctions | Commission Auctions | Individual Machinery Sales

Our qualified staff will clean and prepare the machinery and equipment, photograph and write descriptions for the catalog and brochure, advertise in several media sources, auction the equipment, invoice, collect funds, check out and remove the sold equipment. From beginning to end, we've got you covered!

Outright Purchase

Get paid cash before the sale! After agreeing on the list of assets and terms and conditions of the sale, we will send you payment. Nothing could be easier.

Guaranteed Participation

This is our most popular offer for those who don't mind a little risk! We guarantee you a specified amount and then split the proceeds over that amount plus expenses. This method gives you a chance to participate in the profits along with us.

Commission Sale

This type of sale is commonly used throughout the auction industry. We would host an auction sale onsite on your behalf. The only charge you would incur would be expenses plus a commission on the items sold.

Machinery and Equipment

The majority of our auctions are for metalworking machinery, equipment and related items. We are experienced in the metalworking, woodworking, plastics, printing, construction and foundry industries. Be sure to call us for the most accurate, honest and reliable work around.

Appraisals

If you need an appraisal for resale, insurance, or any other reason, call us! Our AMEA, GPPA, and ISA certified appraisal staff can be at your location within 24 hours and have an accurate appraisal to you within three business days on average.

Product Line

If you have a product line, we can take care of that for you. We have many contacts in various industries that will assist us in finding the perfect buyer for your line. Of course, the line would be sold subject to your approval and subsequent confirmation.

Real Estate

We will make you an offer on your real estate or portable buildings. Generally we advertise your real estate property with no charge to you. The sale would only be made subject to your confirmation.



- Phase I – Initial Assessment
 - Physical Plant Inspection & Assessment
 - Assess Asset Market Value & Gross Proceeds
 - Determine Optimal Sales Strategy & Budgets
 - Contract Execution
- Phase II – Process Implementation
 - Site Preparation & Setup
 - Photos and Exhibit A Write-up Executed
 - Marketing (Website, Direct Mail, Email Blasts, Trade Magazines, Brochures, Etc.)
 - Bidder Inspection (On-site or Website Viewing)
 - **AUCTION DAY**
- Phase III – Process Completion & Final Settlement
 - Invoicing & Collection of Sales Proceeds
 - Checkout & Removal of Machinery and Equipment from Facility
 - Settlement & Reporting

Asset Sales, Inc. has successfully completed 1000's of Industrial Auctions for Corporations including...



What our customers are saying.....

"Dear Gerry, Thank you for the **exceptional job provided** by you and your staff during the recent auction of our central machine shop. All aspects of this project, from the beginning of negotiations until the final piece of machinery left the premises, were handled very professionally. Asset Sales actually performed as promised. Mark and Julie Draper, your field supervisors, managed the pre-auction cleanup and organized the machinery for auction with skills only gained by a vast amount of knowledge and experience. They paid attention to every detail and impressed us by managing the removal of all equipment expediently and without incident, including the final cleaning of the building. Please pass on our appreciation to Lance, Kim, Mike, Dann, Carla, Mark, and especially, Mark and Julie for a job well done. They are truly a great team."

Jim R. Jones – Property Manager
Harry Hicks – Senior Principle Engineer
RJ Reynolds

"Dear Gerry, **Another successful auction.** It's great to work with an organization that knows how to get the most out of liquidating assets. Your team of professionals were on top of the auction planning process, at our Boonville, Indiana facility, of cataloging assets, brochure planning and marketing, asset preparation/ cleaning, auction day organization and record-keeping, post auction accounting and cash transfer and asset removal. I cannot say enough about your organization's flexibility in all areas of the process. You have shown us time and again that Asset Sales is the group to work with when liquidating assets. Having had other auctions, I know this is not the case with all firms. I would be pleased to act as a reference to your other clients and prospects. Once again, thanks for a great job."

John F. Bosbous – Treasurer
Bucyrus International, Inc..

"Dear Gerry, Alfa Laval **appreciated the professionalism demonstrated** by Asset Sales, Inc. in the auction of our excess manufacturing inventory. Your company won our business in a very competitive market and the results demonstrated why Asset Sales, Inc. is the recognized leader in the market place...The excellence in the event preparation and advertising was clearly demonstrated in the crowds that showed up for both preview and auction day. The auction process itself was an event to behold. Your team kept the bidders focused on the equipment and its value. It was a long day, but not once was there a moment's delay in selling Alfa Laval equipment to the high bidder. Financial results were beyond expectations. Thank you and each member of your team in making the auction of our excess equipment a resounding success. It is now time to start planning for auction 2. The success of auction 1 has won Asset Sales, Inc. sole source procurement status with Alfa Laval."

Bruce E. Ross – General Manager, Operations
Alfa Laval

"Dear Mr. Mannion, I am writing to **express my appreciation for the outstanding job** you and your team did in handling the auction of the Robert Bosch Tool facility's equipment. When Bosch announced that this facility was closing, I was given the responsibility of ensuring that all the equipment was cleaned to meet environmental and safety standards before it was sold...Mark and Julie (along with the assistance of Jeff) arrived on-site, (and) jumped in and took over the cleaning duties. I was amazed at how quickly they had this facility organized, cleaned and ready for auction...Not only did Mark and Julie do a great job, but they also became our friends. This is hard to find in today's world of business. Also, on the days of the sale, I couldn't believe the number of buyers that attended. That just shows your commitment to making this sale a great success. Bosch made the right decision in contracting Asset Sales to handle its sale. Again, thanks for a job well done. I would highly recommend Asset Sales to anyone."

Wade Roberson – Environmental Safety Coordinator
Robert Bosch Tool Corporation

"Dear Gerry, I wanted to personally thank you for the job that Asset Sales did for Goodyear. I was assigned to the disposition of machine shop equipment (closed corporate machine shop) and broom-cleaning the building in preparation for Goodyear's new Corporate Headquarters. This was a different experience for me – a Process Equipment Design Engineer. The performance of your Asset Sales Team of preparing, auctioning, and disposition of the equipment, follow-up with the buyers, and the financial results, **all surpassed Goodyear's and my expectations.** It was my pleasure to work, as a team, with an honest group of people, who would do whatever was required to get the job done successfully. Special thanks to Mark and Julie Draper for all their on-site work."

Jim Hart – Global Engineering & MFG Technology
The Goodyear Tire & Rubber Company



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What our customers are saying.....

"Dear Lance Mannion, I want to provide a letter of recommendation with regards to your teams efforts in conducting an equipment auction for our company in Broussard, Louisiana in September 2016. Asset Sales Inc. certainly met our **high expectations**. You delivered on all aspects of the arrangement that we had agreed to. Your team was extremely organized, efficient and professional, which all contributed to a successful auction. Further, your team was a pleasure to deal with and brought a pragmatic approach to doing business. I would recommend Asset Sales Inc. to any company in need of your services. If a future need for your services is required, we will be sure to contact you."

Jacob Coonan
Senior VP & CFO
McCoy Global Inc.

"Dear Lance, I wanted to personally thank you and your team at ASSET SALES, INC for their assistance with our liquidation sale. They were **very courteous, professional and exceeded our expectations**. From the onset, they were very well organized and walked us through the process. The brochures that were created looked great and they did a great job of bringing in a good crowd. Having such a crowd lead to better than expected returns during the auction. Even after the auction, they did an excellent job of helping clean up and move equipment. No business owner wants to go through a liquidation sale, but going through it with ASSET SALES, INC. made it much easier. Thanks again for your assistance and God bless you and your team."

Bach Nguyen
President
PreTech Instruments Inc.

"Dear Gerry, Asset Sales conducted two auctions for Plano Machine in 2016 and were extremely ethical & professional. I found Lance Mannion and his employees to be very helpful and of high integrity. Asset Sales was **totally honest and performed above expectations**. We would use them again, and would highly recommend to anyone in need of their services."

Joe O'Dell
Plano Machine

"Dear Greg, We enjoyed working with your Auction Company as well. Jeff Kerlick was very helpful and set up for a very professional auction the way he laid it out. The day of the auction there was no worries to handle, the Auctioneers were all very professional and great to work with. If we ever have to perform another auction, I would highly recommend Asset Sales, Inc."

Douglas Shroeder
Customer Support Specialist
Dieffenbacher

"Lance, A big thank you to Asset Sales, Inc. As a small bank serving small rural communities located in Northwest Ohio and Northeast Indiana, the Bank had limited experience and resources to manage the liquidation of manufacturing equipment. Asset Sales, Inc. (ASI) was recommended by a local business owner who had dealt with the ASI in the past. The Banks experience with ASI was very positive. ASI's President took the time to fly to Ohio/Indiana from North Carolina to assess the manufacturing equipment. Based on his knowledge, ASI was able to provide the Bank a sales target that he thought the auction would bring. AS/ delivered their proposal in a well laid out plan of engagement that was easy to read and provided a menu of sales methodologies the Bank could chose from to best manage our risk tolerance. ASI was able to provide an upbeat outlook on the sale prospects of several CNC Machines, Robodrills and other machinery used to manufacture parts related to the metal and plastics industries. The personnel that set up and executed the auction were personable and professional. The atmosphere at the auction site was bidder friendly with ASI providing an excellent system of communication to both on site and online participants. I feel the system used to run the auction allowed for a smooth auction process that surely maximized the end sales results. ASI also provided a welcoming atmosphere for the participants providing snacks and beverages for the attendees. ASI's staff produced a Summary report that was detailed and accurate itemizing the total funds taken in and what was due to the bank given the terms of the contract. Most importantly the funds were delivered to the bank in a timely manner. A great team to work with!!"

Bruce Fackler
Vice President
The Hicksville Bank
Assets of Future Manufacturing



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