



The industry leader in assisting companies with surplus assets.

BTM Industrial is a leader in asset disposition and financial recovery for industrial companies. We are the ideal partner for manufacturers large and small.



About BTM Industrial



BTM Industrial utilizes a unique, safe, and efficient value recovery and optimization process to generate the highest fair market value for machinery, equipment, and MRO items sold through strategic auctions.



Our team is passionate about finding added value overlooked by the competition. Attention to detail differentiates our company from other asset disposition and liquidation options, allowing us to quickly identify value and almost immediately deliver it.



As an execution-based company, BTM Industrial is committed to listening to customers' needs and requirements. Our team is motivated by the idea of offering customers a low-risk, high-reward solution to their industrial surplus and scrap monetization and disposition needs.



The company's ability to represent consigned equipment and maximize returns is second to none. We treat customer equipment like it's our own. We understand assets have intrinsic value and strive to monetize every possible component.



Core Competencies

Good Running & Resalable Equipment

Monthly sales of good-running machinery direct from manufacturing floors.

- Metalworking and industrial machinery.
- Robots and robot parts.
- Forklifts, material handling, and cranes.
- Large MRO.
- Tooling and accessories.
- Specialty auctions for one-off items (lab equipment, conveyors, etc.).

MRO, Spare Parts, & Crib Items

The world's largest wholesaler of MRO, spare parts, and CNC components by auction.

- Auctions are categorized by OEM brand and/or type of MRO item.

Decommissioned Automated Lines & Scrap CNC Machines

Recovering the most value from assets deemed as scrap.

- Our experts identify, harvest, and monetize the components of value from equipment being scrapped and pass the value on to the customer.
- Full plant closures and facility consolidations.
- Our process reduces and potentially eliminates equipment removal costs.

At A Glance

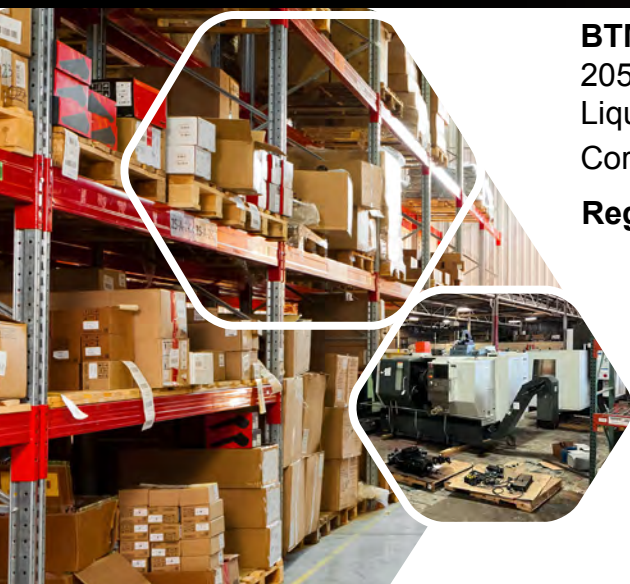
BTM Industrial

2051 Harvey St NW, Muskegon, MI 49442

Liquidation Center: 135,000 Square Feet

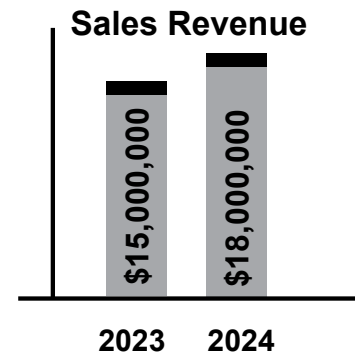
Corporate Headquarters: 5,000 Square Feet

Regional Presence:





Number of Employees: 43



Leadership Team & Expertise

An owner/founder-led business with more than 300 years of combined staff experience and expertise.

- ◆ Doug Watkoski, Owner & Founder
- ◆ Jeff Orlowski, President
- ◆ David Zimmerman, Chief Executive Officer
- ◆ Carmen VanSullichem, Chief Operating Officer
- ◆ Brad Warner, Chief Marketing Officer
- ◆ David Hietikko, Vice President, Metalworking Division
- ◆ Dale Watkoski, Senior Sales & Project Manager



Our Difference

BTM Industrial can immediately identify equipment's positive and negative value impact on large scale projects. We quickly assess project challenges and provide an asset disposition plan with value recovery estimates that are agreeable to the customer.

BTM Industrial uses rigging and transportation strategic partner Midway Machinery Movers to remove all sold assets after auction close. This provides full project control and transparency, as well as improves efficiency, on large scale projects by reducing the need for multiple outside companies. Streamlining vendor management during the hardest part of the project helps equipment removal happen on time and on budget.





BTM INDUSTRIAL

BTM Industrial develops marketing programs for multiple auction events for large projects. This makes it more strategic and efficient to target and engage specific bidder segments. It also makes it easier for bidders to find the unique machinery, equipment, and components they are looking for. Our global database of more than 4 million bidders are categorized and tracked by bidding habits, industry segments, and item categories. This allows marketing activities to target all varieties of equipment in our auctions, helping to increase financial returns.

Our Experience



Global Automaker

Liquidated more than 170 metalworking machines at five powertrain facilities over a 3-year period.

- Sold more than 100 Fanuc robots.
- Removed and sold the valuable components from specialty machines with no resale value and scrapped the bases.

Global Technology Company

Executed a complete 500,000 square-foot plant closure and three-day manufacturing equipment auction.

- Sold more than 175 metalworking machines, including large vertical turret machines, boring mills, CNCs, manual machinery, grinders, and welding equipment.
- All MRO and crib tooling and cabinets were sorted, photographed, cataloged, and sold.



Global Material Handling Equipment Manufacturer

Executed a two-day auction of more than 70 metalworking machines directly from the manufacturer's floor.

- All support parts in the MRO / tool crib for auctioned machines were sorted, photographed, cataloged, and sold.



Executed a full removal project for a 300,000-square-foot facility retooling operation consisting of large heat treatment furnaces, cranes, forklifts, and assembly equipment.

- All support parts in the MRO / tool crib for auctioned machines were sorted, photographed, cataloged, and sold.

Global Tier 1 Automotive Supplier

Decommissioned three production lines consisting of CNC machines, presses, and robots.

- The original vendor quote to remove and scrap the equipment was \$275,000. BTM Industrial completed equipment auction sales and recovering component value.

Global Tier 1 Automotive Supplier

Executed a full removal project for a 300,000-square-foot facility retooling operation consisting of large heat treatment furnaces, cranes, forklifts, and assembly equipment.

- All support parts in the MRO / tool crib for auctioned machines were sorted, photographed, cataloged, and sold.

Joint-Venture Tier 1 Automotive Supplier

A two-year long, six-phase removal and recovery project consisting of automation equipment, CNC machines, heat treatment equipment, and industrial robots.

- The original vendor quote to remove and scrap the equipment was \$865,000. BTM Industrial completed the project for a total cost of \$160,000 by utilizing equipment auction sales and recovering component value.



Do you have surplus assets?



We can assist with good running machinery, MRO surplus, warehouse cleanouts, scrap automated systems, and all other facets of plant surplus.

Reach out to us so we can show you our value.



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