

COMPANY OVERVIEW

Quarter 4 2024



BTM INDUSTRIAL

Asset Disposition Partners



SYNERGY
MANUFACTURING PARTNERS

Presented By:
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OUR COMPANY

BTM Industrial is a leading asset disposition company assisting manufacturing companies with their surplus asset needs. Founded in 2011, it is a fully licensed-and-regulated, commission-based auction and liquidation company.

The company's full asset disposition programs provide customers with the ability to efficiently manage all aspects of their surplus and achieve higher value.





OUR **VALUE**

BTM Industrial assists customers with three main groups of surplus assets:

- Good running and resalable equipment.
- MRO, spare parts, and crib items.
- Decommissioned automated lines and scrap CNC machines.

We deliver customer value by:

- Efficiently selling assets and generating higher returns.
- Significantly decreasing or eliminating scrap CNC machine and automated manufacturing line disposition costs.
- Monetizing idle / obsolete parts inventory.

Our core competencies make us the best choice for full plant auctions of any size and industry.

OUR CORE COMPETENCIES

GOOD RUNNING AND 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 AND 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.

The largest database of worldwide buyers.

Repeat customers based on our cost-efficient packaging and shipping services.

DECOMMISSIONED AUTOMATED LINES AND 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 onto the customer.

Our process reduces and potentially eliminates equipment removal costs.

OUR HISTORY



MORE THAN
200
COMBINED YEARS
INDUSTRIAL ASSET
DISPOSITION AND
EVALUATION EXPERIENCE

OUR HISTORY



Founded

2011

2012



Acquired

Became the Largest
Seller of MRO/CNC
Parts Through Auction

2018

2019



Founded

Corporate Asset
Disposition Plan
Initiated

2020

2022

Purchased 135,000
SQF Consignment
Warehouse in
Muskegon, Michigan

More than **200** combined years industrial asset disposition and evaluation experience













































































OUR CUSTOMERS



OUR CUSTOMERS

	Aerospace & Defense	Agricultural	Automotive	Chemical	Construction	Consumer	Food & Beverage	Technology
Current	  	 JOHN DEERE	         	   Votorantim	   Votorantim	     	 <i>Anheuser-Busch</i>  WEAVER POPCORN Bulk	  HOOSIER ENERGY  SIEMENS THERMOTRON
Developing	 	   	             	 	 DONCASTERS  SAINT-GOBAIN  Wabtec CORPORATION 	 KENCO   newell BRANDS 	 Kellogg's  MOLSON COORS beverage company  Rui's FOODS  SK FOOD GROUP  Smithfield 	 ALLEGRO microsystems  APPLIED MATERIALS®  infineon  JABIL 

KEY SERVICES



PLANT AUCTIONS

Turn-key full and partial plant auction services, including onsite cataloging, inventory reporting, rigging, transportation, and removal. Unique marketing and advertising programs based on to help achieve the highest sale results for customers assets.



PER-MACHINE AUCTIONS

Monthly targeted auctions by equipment / machine category. Marketing services to our thousands of buyers all over the world.



MRO CRIB / SURPLUS COMPONENTS

Auctions are categorized by OEM brand and/or type of MRO item. The largest database of buyers for MRO, spare parts, and crib items; cost-efficient packaging and shipping services for buyers.



WAREHOUSE CLEAN-OUT

Full asset disposition planning for all aspects of manufacturing operations. More auctions than our industry peers, which creates a shorter financial and floorspace improvement cycle for customers.



SCRAP RECOVERY

Experts identify, evaluate, harvest, and monetize items and components of value from obsolete equipment to reduce disposition cost and time. Full site management services on scrap projects utilizing years of experience and industry contacts to reduce the actual removal costs.

OUR DIFFERENCE

Our services help customer better manage all types of surplus assets.

Commissioned-based structure.

Industry leading marketing services.

Machine and MRO sale preparation.

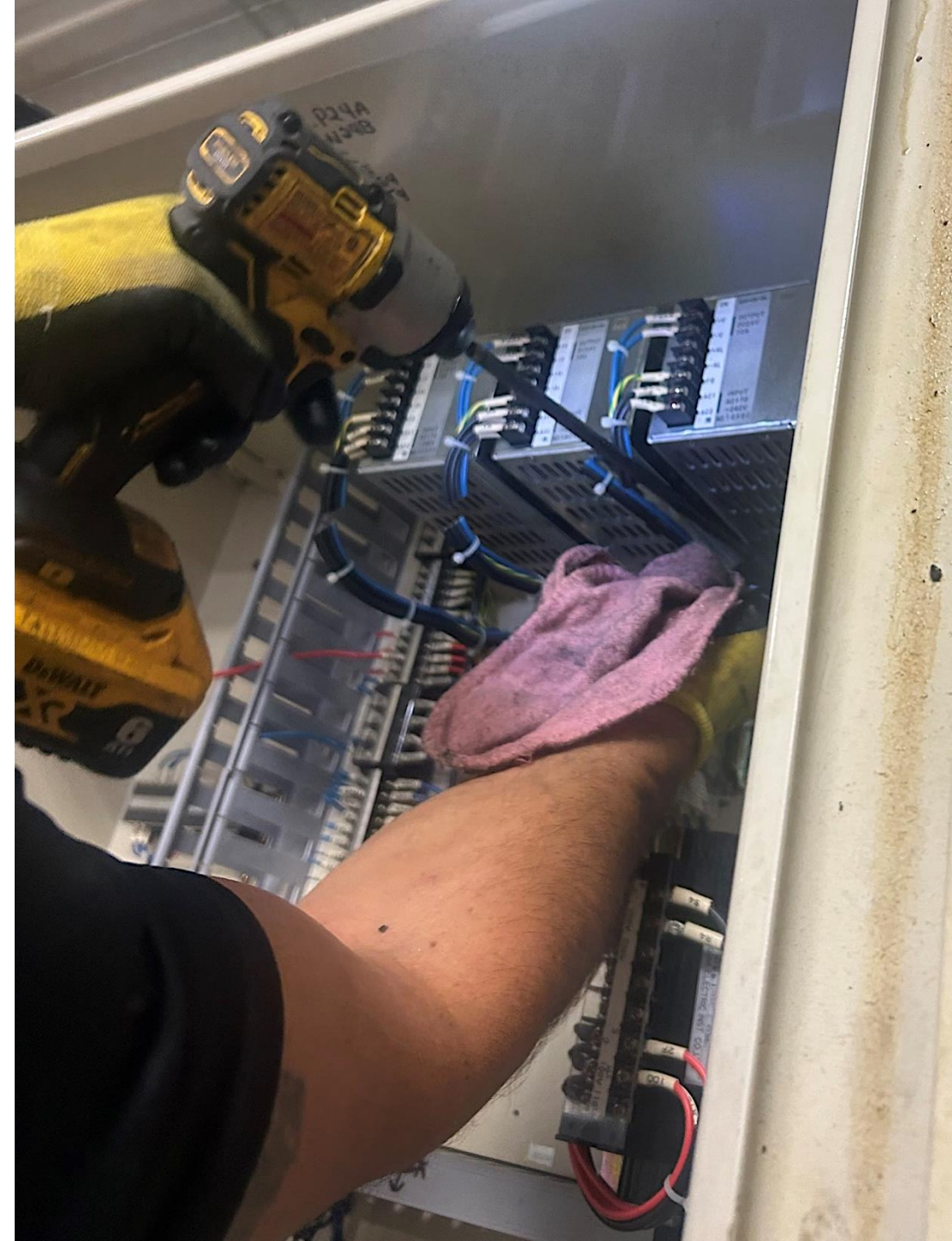
Scrap harvesting and monetization.

In-house rigging and transportation.

The speed and simplicity to get assets sold and off the shop floor.

Propriety inspection software.

Multiple auction categories to differentiate and simplify options for bidders/buyers.



EXAMPLES: VALUE CREATION



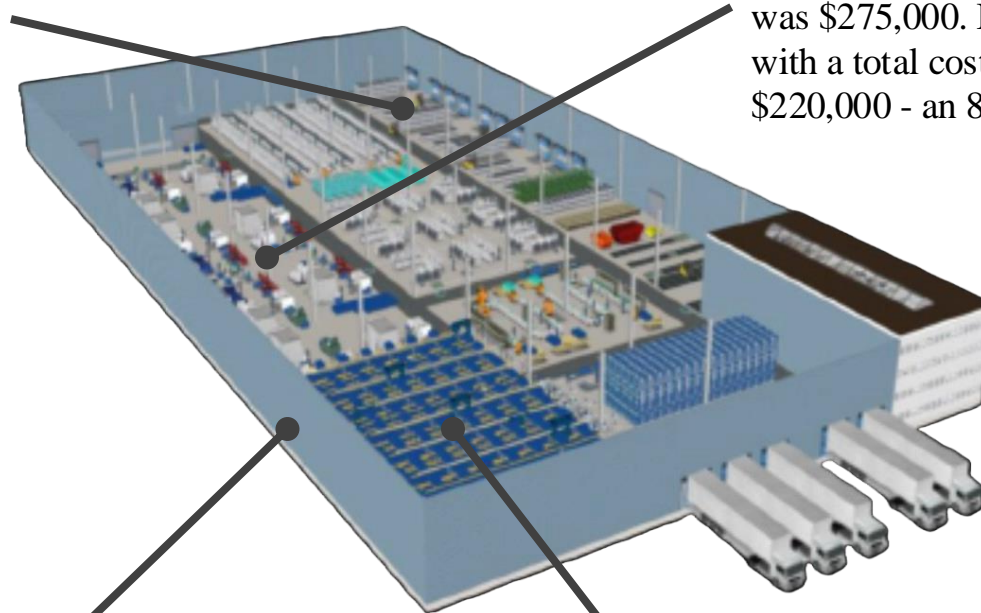
INDIVIDUAL EQUIPMENT

A press was listed for GM by a competing company with an opening bid of \$10,000, which received no bids. BTM Industrial contacted the company, received approval to include it in its Monthly Machinery Auction, and this same machine sold for \$21,000 within two-weeks.



FLOOR CLEARING / OBSOLETE EQUIPMENT

The original vendor quote to remove scrap equipment was \$275,000. BTM Industrial completed the project with a total cost of \$54,000, providing a savings of \$220,000 - an 80% cost reduction.



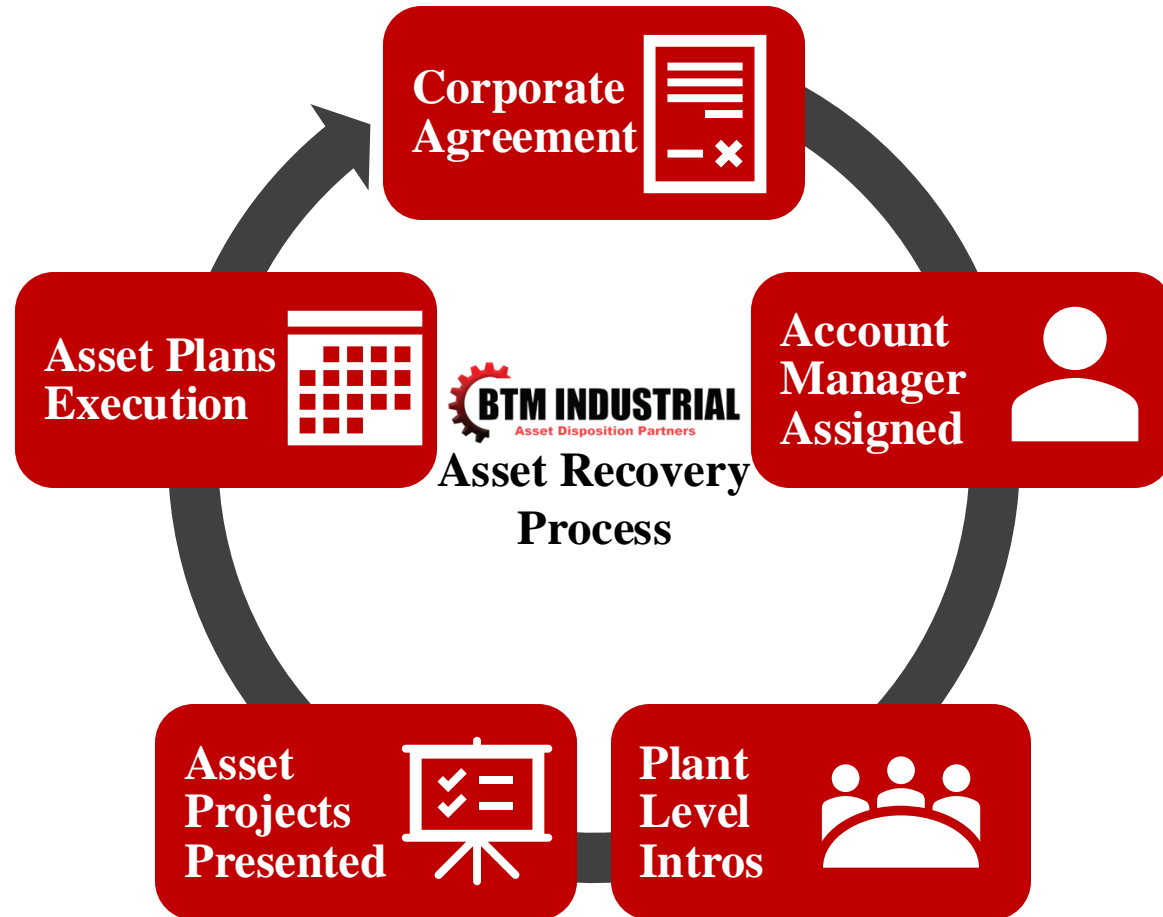
DENSO PLANT CLOSURE MANAGEMENT

An ongoing \$2.5 million project to clear floor space in one building. BTM Industrial's asset recovery and demo site management expertise is expected to reduce the project cost to \$1.4 million after recovery.



MRO & SCRAP MACHINERY COMPONENTS

Each month, obsolete MRO and CNC parts removed from machinery are shipped to BTM Industrial's warehouse, creating a monthly average cash conversion of approximately \$250,000.



OUR PROCESS

ASSET DISPOSITION PROGRAM

Establish Asset Disposition Agreement

- Fee Structure Overview
- Contract Timeframe

Establish Account Manager

- Plant Introductions

Plant Presents Requirements

- Establish Individual Strategy
- Execution

CLOSING THOUGHTS

BTM Industrial benefits are clear for both sellers and buyers.

- The only full-service company that can manage all surplus assets.
- Maximizes the cash return from assets through proven methodology.
- Individualized strategy for each company and each project within each company.
- Owner/founder-led business with more than 150 years of staff experience and expertise.

Be sure to keep BTM Industrial in mind anytime you have surplus. We are one of the largest auctioneers of industrial / metalworking surplus in the world.

“While an auctioneer’s job is to hold wholesale value for our consignors, BTM Industrial always strives for retail.”

Doug Watkoski
Owner & Founder
BTM Industrial

YOUR CONTACTS



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FIND & FOLLOW



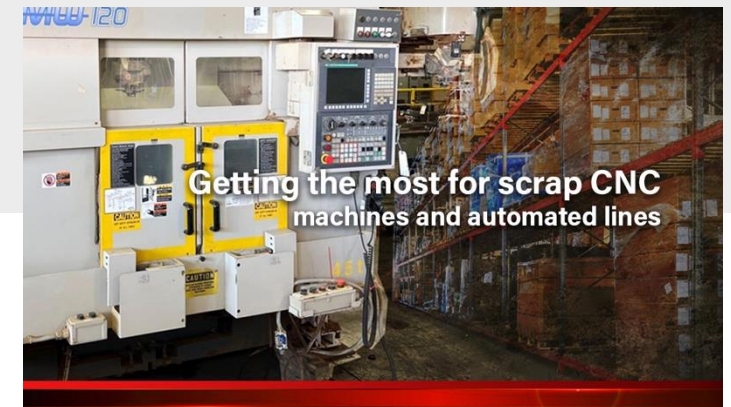
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Industrial Auctions
& Liquidations



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THANK YOU

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OUR EXPERTISE



Doug Watkoski
Owner & Founder



David Zimmerman
Chief Executive Officer



Carmen VanSulichem
Chief Operating Officer



Jeff Brittle
Chief Commercial Officer



Brad Warner
Chief Marketing Officer



Jeff Orlowski
President,
Business Development



David Hietikko
Vice President,
Metalworking Division



Miguel Sanchez
General Manager,
Mexico Operations



Jerry Sweetland
Vice President,
New Corporate Sales

Account & Site Mangers

Nick Dorman
33 Years of Experience

Adrian Greiner
9 Years of Experience

Jason Horter
16 Years of Experience

Dale Watkoski
33 Years of Experience