

For Sellers- What services does MachinePoint Used Machinery offer?

We are traders of used machinery, we promote your used machines at no cost until we find a buyer. We do not store machinery.

Free promotion of your used machines on a worldwide scale: we heavily invest in international marketing. We have a team of 10 marketeers specialized by languages and markets, who promote the machines on an international level, even to the most remote areas of Asia, Latin America and Asia. Nobody in the industry has the marketing structure we have at MachinePoint; we incessantly update our databases to ensure that all the information we hold is timely and up to date. Our website is maintained at a high level, so that potential buyers can access your sales listing from anywhere in the world, 24 hours a day, 7 days a week.

We only work on commission; so all promotion of your machinery is free until the moment we sell it for you.

We pay 100% before loading

We pay sellers in cash when the machinery leaves their factory. You do not have to worry about letters of credit or delays in the buyers' payments. Nor will you incur any financial costs.

We commit to dates

When we commit we commit, that is why when we buy a machine we pay a deposit, which is not refundable if the transaction has not been fulfilled.



Confidentiality

We understand that equipment and production information is confidential for most of our customers, and therefore it is treated as such. Our IT system and meticulous legal contracts guarantee the security of your information.

We offer a One-Stop Solution

When selling through MachinePoint, you only have to worry about opening your factory to us, and letting us show your machines to buyers. We deal with everything else, from attending to buyers, to sorting out visas, travelling plans; arranging engineering, logistics and financial services, guarantees, insurance, etc.

Plant liquidations and Bankruptcies organizing auction sales, and liquidation and asset recovery services.

How do we work?

If you have equipment for sale this is the procedure that we follow.

You inform us of the machines that you have for sale.

Information needs to be complete: brand, model, year, working hours, current condition of the machine (working, dismantled, etc), basic technical details, any auxiliary equipment, and price (if you don't have one in mind, we will send you an offer. After analyzing all the data, we discuss current market demand and price with you.

Our sales people might do a **personal inspection of the machinery.**

We will **sign an agreement** with the terms of the sale.

We will **start promotion** of your machines through several channels (web, email, fax, telephone, local magazines, etc). Promotion is expensive, therefore we require COMPLETE, relevant machinery information and pictures before we start promoting your machine.

We will **preselect buyers interested and arrange visits** with them. MachinePoint always travels with buyers and takes care of all negotiations with them. As a seller you will only need to worry about showing them the machines. Contracts are signed at this step to protect buyers, sellers and MachinePoint rights and roles, as well as information confidentiality.

A Deposit will be paid to reserve the machine, and a **purchasing agreement will be signed** to fix the dates of loading. You will keep the deposit if the agreement is not fulfilled. MachinePoint is one of the very few organizations that commit to an agreement to protect your rights as a seller.

100% payment via transfer will be made before loading.

MachinePoint personnel will supervise packaging and loading.

We work on a success rate and you will not incur any costs. This is why it is very important for us to have everything clear before we start working on selling your machines.

Complete information on the machinery is the KEY to promoting them well.

