

AUCTION SALE PROPOSAL PROVIDED EXCLUSIVELY FOR



SALES STRATEGY PRESENTED BY:



Website: www.perfectionindustrial.com E-mail: sales@perfectionindustrial.com

*SALES REPRESENTATION IN - USA - CANADA - MEXICO - UK -
NETHERLANDS - SPAIN - BELGIUM - UAE - JAPAN - INDONESIA*



January 17, 2020

Dear Mr. Jon Dudley & Mr. Rob Mongeau:

Thank you for the opportunity to present this sale and marketing proposal relating to certain surplus assets of Abbott.

As a team we specialize in the following areas:

- Purchase and sell single assets, complete manufacturing facilities, divisions and product lines globally.
- We execute Live Webcast, Online Auction Sales and Negotiated Sales.
- Custom Surplus Asset Management programs for major corporations
- Asset Inspection & Appraisal Services.

Our team conducts business with companies such as Caterpillar, John Deere, Crown, Dresser Rand, Siemens and others on a daily basis with a successful track record of providing tailored recovery services. We are specialists in industrial building assets; we are experts in marketing; we are practitioners in selling, and we offer this service to Abbott.

We appreciate the opportunity to compete for your business. Our goal is to utilize our extensive experience to bring the highest realizations for your surplus assets.

If you have any further questions please do not hesitate to contact us.

Thank you.

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Section 1 - Project Overview, Sale Methodology & Timeline

Section 1.1 – Project Overview

Abbott has various warehoused assets it has chosen to sell.

The assets for sale include office furniture and other assorted items. Combining substantial financial strength, broad experience, a high caliber professional staff, and unique service capabilities, the team will undertake complete charge of all aspects of the Auction monetization process from inception to completion, ensuring success with the highest financial return. The sale of the assets will take place in an agreed timeframe to ensure a timely removal from the facility.

Our team has been involved in hundreds of auction projects, which provides us with the depth of experience and expertise to handle this project in a professional and expeditious fashion.

This proposal includes a comprehensive description of our history, abilities and strategy designed specifically for this project.

Section 1.2 – Sale Methodology

Due to the quantity, type and appeal of the assets, we will sell the assets by an online auction, as well as market on Craigslist and eBay.



Section 2 – Auction Thoughts for This Asset Group

Section 2.1 –

- Most of the assets are relatively lower value (Under \$5,000) assets
- We recommend a no-reserve auction to drive bidding and bidder competition
- Abbott is welcome to set reserves on any items it wishes to protect
- We will conduct an Online Auction from the facility. Access to the facility will be limited and supervised by Perfection and/or Abbott employees.
- All assets will be sold As Is, Where Is. Buyer is responsible for all removal costs and labor.

Section 2.2 – Auction Expenses and Buyer's Premium

- Set Up: Perfection's crew will arrange, stage, lot, and photograph the items in an attractive manner to obtain maximum value from bidders
 - \$700 Set Up fee will be subtracted from auction proceeds – no upfront fee due
- A Buyer's Premium of **16%** will be charged to all Auction buyers and will be retained by Perfection.
- Perfection will have all purchased assets removed by an agreed upon date that is convenient for Abbott

Section 3 – Responsibilities

Section 3.1 – Responsibilities

We will handle all aspects of the sale preparation from start to finish including but not limited to:

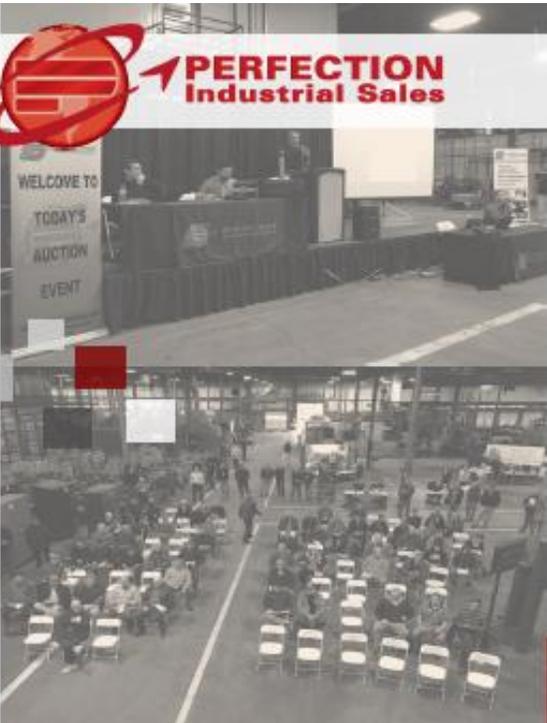
- Separate all small items, and catalog all assets for sale with an identification tag.
- Take photos/videos of the major assets for marketing purposes (if permitted).
- Execute a marketing plan, which will ensure all assets receive maximum exposure.
 - \$1,300 marketing expense will be subtracted from auction proceeds
- Immediately following contract execution, we will closely coordinate with the client to produce a timeline, which is acceptable to all parties.
- Invoice all winning bidders and collect sale proceeds into a dedicated Client account.
- Abbott will oversee release of sold assets to the buyer.
- Work closely with the buyers and Abbott to ensure a smooth removal process.
- Execute the project professionally and offer a seamless service from start to finish.



Section 4 – Perfection Global Team Overview

Section 4.1 - Perfection Industrial Sales

Perfection Industrial Sales specializes in plant appraisals, liquidations or negotiated sales, and live or online auctions, which are a natural extension to our 55+ years of experience as a leader in the industrial machinery market. We are buyers of single assets, production lines and/or complete facilities including the real property. We typically address our customer's needs by presenting a variety of financial options. Our proposals are accurate and attractive because of our years of experience as an industry leader... and we know the equipment and machinery industry. Typically, Perfection is involved in approximately 100+ auctions and liquidations per year.



PERFECTION Industrial Sales

WELCOME TO TODAY'S AUCTION EVENT

About Perfection Industrial Sales

Perfection Industrial Sales is the company you trust for simple and successful industrial asset solutions.

For more than 50 years, we have provided many forms of our tailored industrial asset services for thousands of companies over six continents. We appreciate the individual needs and concerns of every customer and have a record of exceeding all expectations. The close relationships built and maintained over the last half century have helped us quickly identify, create and enact the best solutions for a wide array of clients. Our transparent sales process, worldwide marketing prowess and track record of success have earned us the continued trust of some of the world's leading Fortune 500 corporations. Perfection Industrial Sales works with all clients to outline the best sales method and manages the process from start to finish with industry leading results.

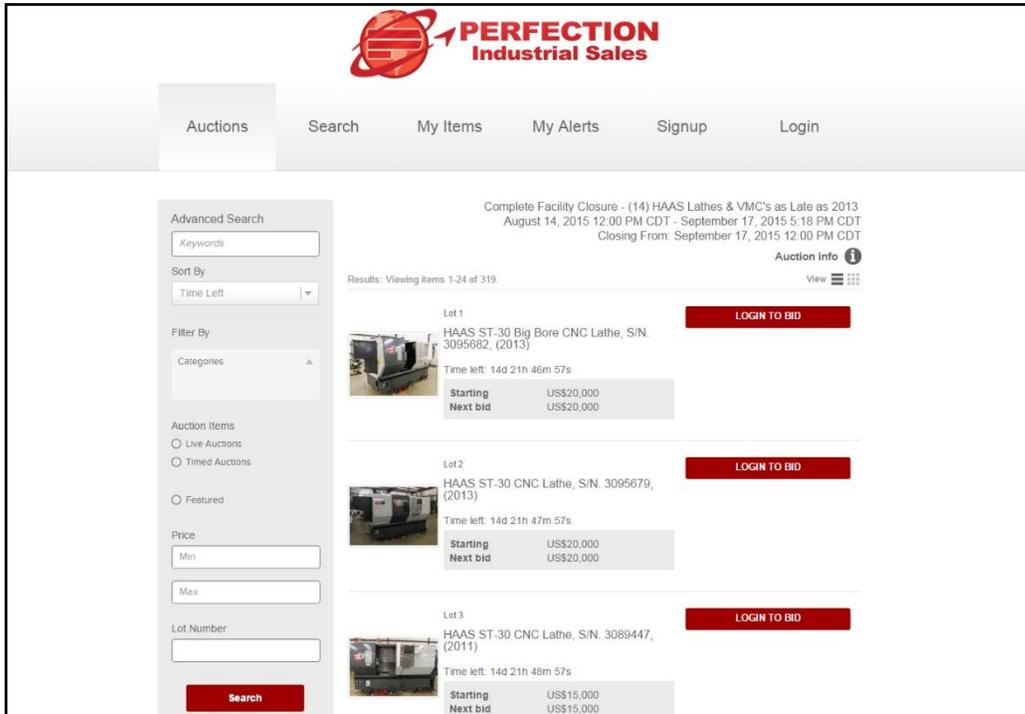
In the last year alone, we have conducted successful sales in a variety of industrial sectors including:

- Aerospace
- Automotive
- Electronics
- Fabrication / Welding
- Heavy Equipment
- Oil & Gas
- Packaging / Converting
- Plastics / Rubber
- Power Generation
- Steelworks / Foundry
- Tool & Die Shop
- Wire Industry

Perfection Industrial Sales
2550 Arthur Ave | Elk Grove Village, IL 60007 USA
www.perfectionindustrial.com

In 2002, Perfection formed an Online Auction division offering our clients a platform to sell their assets through an Online **ONLY** marketplace. We made major investments in technology to make online bidding quick, simple and effective with the ability of connecting seller's with buyers across a truly global marketplace spanning North and South America, Europe and Asia.





The screenshot shows the Perfection Industrial Sales website interface. At the top, there is a navigation bar with links for Auctions, Search, My Items, My Alerts, Signup, and Login. Below this is a header section with the company logo and name. The main content area features an 'Advanced Search' sidebar on the left with fields for Keywords, Sort By (Time Left), Filter By (Categories), Auction Items (Live Auctions, Timed Auctions, Featured), Price (Min, Max), and Lot Number. The main listing area displays three items for sale under the heading 'Complete Facility Closure - (14) HAAS Lathes & VMC's as Late as 2013'. Each item includes a small image, a 'Lot' number, the item description (e.g., 'HAAS ST-30 Big Bore CNC Lathe, S/N. 3095682, (2013)'), the time left, and starting/next bid prices. A red 'LOGIN TO BID' button is present next to each listing. The auction information at the top right indicates the closing date and time: August 14, 2015 12:00 PM CDT - September 17, 2015 5:18 PM CDT, with a closing time of September 17, 2015 12:00 PM CDT.

One of the key reasons for success is our ability to sell large volumes of equipment throughout the world at the highest price possible. We combine high quality marketing built around our unique sales database with our website using leading edge technology to create an extremely efficient sales platform. We insist on perfection and take pride in our reputation and remain dedicated to serving our customers globally.

If your interests are outside a cash offer, Perfection can execute one of several sales methods:

- Commissioned sales
- Joint ventures
- Guaranteed Sales
- Live / Online Auctions
- Certified appraisals for lending, insurance, mergers or divestitures
- Business acquisitions including sale and leaseback



Section 4.2 - Perfection Surplus Asset Management Programs

In 2004, Perfection was awarded the Surplus Asset Management contract for a major international Fortune 100 construction and engine manufacturer. During the course of the contract, Perfection has returned tens of millions of dollars to the company's bottom line by successfully implementing a surplus asset management program, and currently executes on 50 plus plant locations in North America and overseas. Our asset management program is a unique approach to the traditional liquidation methods and aligns well with companies looking to improve their return on investment without the necessary costs associated with selling surplus machinery and worst case 'fire selling'. Perfection's corporate client list continues to grow in this sector, and we have conducted programs for Mitsubishi Bank, Crown Lift Trucks, John Deere, Viasystems, GE, Siemens, Caterpillar, Bose and many other corporations.



Section 5 - Marketing Overview

The purpose of marketing an asset disposal sale is two-fold: (1) to attract the maximum number of qualified buyers to the sale, and (2) to do this in the most cost-effective way possible. A well-designed marketing campaign helps maximize your sale value realization.

A key differentiator is our use of a multi-phased marketing program. Although most of our competitors use a simple series of announcements, our experience in marketing large-scale disposal programs proves that a marketing campaign phased in distinct timeframes generates greater impact. Our approach gives your assets a higher profile in the market than a uniform, undifferentiated campaign, which soon becomes mere 'background noise'.

Section 5.1 – Marketing Overview & Process

We will use our unique expertise to provide a fully integrated advertising and marketing campaign, managed by our dedicated marketing team. The process begins as we collect asset data on-site. At that point, our marketing team develops a detailed marketing plan, targeting the appropriate industry sectors.

The central marketing team develops a profile of potential purchasers for the specialized equipment, evaluating all possible buyers. In the case of a sale involving both, liquidation and auction methods, a separate marketing plan for the auction phase will be developed closer to the time of auction to reflect current market conditions and incorporate feedback from the liquidation phase.

Section 5.2 - Marketing Techniques

Each marketing plan is unique, based on market research undertaken specifically for your disposal program by our dedicated sales and marketing staff. A marketing campaign for a typical large-scale disposal usually contains most of the elements outlined below.

Section 5.3 - Internet and Email Marketing

We use the Internet as a cost effective and highly efficient marketing tool. In fact, effective Electronic Marketing has proven to be a key differentiator and a truly industry-changing factor in the cost structure for asset marketing as it avoids the need to print and post color brochures if the marketing budget is limited.

Furthermore, email marketing has many of the attributes of direct mailing, but bypasses potential buyers' gatekeepers, and other similar defenses.

Our Customer Relationship Management database profiles previous buyers and inquirers to fine categorization and allows highly focused campaigns to be conducted. The emails have extensive tracking capabilities embedded in them, so we know that we are reaching



prospective buyers, as judged by the rate of recipients opening and clicking through to a sale site.

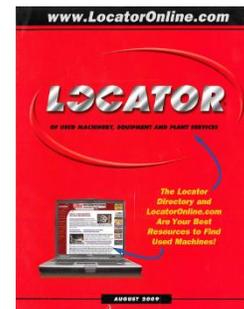
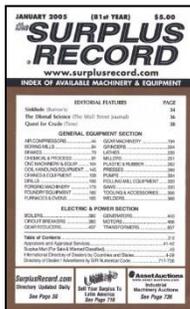
Following are a few key figures to illustrate how effective our marketing is:

- Our database of past buyers and inquires has over **Six Hundred Thousand** profiled records. Other companies may claim less or more, but we can say with confidence that our buyers are segmented and qualified.
- Our ethical e-marketing policies ensure that our use of email is effective, and NOT considered Spam

All this supported by the full resources of our Central Marketing Department.

Section 5.4 – Marketing Information

- Create and execute a marketing plan to ensure maximum exposure & highest financial returns.
- Use Perfection’s industry-best customer and asset database.
- Perfection attends numerous trade shows through the year nationally & internationally ensuring your equipment is exposed to the global market. (Recent international shows – Mexico, India, Indonesia, Vietnam, UAE, Germany)
- Dedicated press releases.



See a selection of our machines auctioned on -



Section 5.5 – Marketing – Brochure Examples



Section 5.6 – Marketing – Information Continued



**Perfection Global
Keeps Fortune
100 Manufacturers
in the Green**

Real. Proven. Results.

Perfection's
Proven Process
Includes:

- Cataloging of Assets
- Private Portal for
Company-Wide Sharing of
Available Assets
- Industry-Best Targeted
Marketing
- Handling Buyer
Inquiries & Inspections
- Transfer & Sale
Negotiations
- Collection of
Full Payment
- Arranging Efficient,
Safe & Timely Removal

Perfection.

How does Caterpillar, one of the world's largest mining & construction vehicle makers, manage their manufacturing assets across numerous production facilities and many countries?

They hire the surplus asset management and investment recovery experts, Perfection Global. Perfection Global manages, redeploys, markets and sells surplus and idle manufacturing assets for Caterpillar from over 30 manufacturing plants worldwide, returning millions of dollars annually to Caterpillar's bottom line.






**Contact a Perfection Global Surplus Asset
Management Representative Today.**

sales@perfectionglobal.com | 866.314.4970

Recent Auction examples:



PERFECTION
Industrial Sales

LIVE WEBCAST AUCTION



2010
HEIDELBERG VARIOMATRIX 105CS 29 X 41 RECIPROCATING CUTTER/CRASHER

Complete Closure of a High-Volume, Sheet-Fed Lithographic Printing Facility

COMMERCIAL LITHOGRAPHING COMPANY

Featuring: Heidelberg Sheet-Fed Presses As New As 2014, 2008 Kodak Platesetter, Skid & Pile Turners, 2010 Heidelberg Die Cutter, Label Systems, Packaging Stations, Guillotines, Auto Tie Baling System, Stretch Wrapper, Air Compressors, Electric Forklifts & Reach Trucks, & Factory Support



2014
HEIDELBERG XL 106-7-X3 7-COLOR SHEET-FED OFFSET PRESS
PRINECT CONSOLE FOR XL 106

Online Bidding Available Through BidSpotter.com

Sale Date: Thursday, September 7 at 10:00 AM CDT
Inspection: Wednesday, September 6 from 9:00 AM – 4:00 PM CDT
Sale Location: 1226 Chestnut Avenue, Kansas City, Missouri 64127



Perfection Industrial Sales
ph +1-847-545-6374 • fax +1-847-427-8884
www.perfectionindustrial.com

LIVE WEBCAST AUCTION

GARLAND CONVERTING CORPORATION

For further information on machinery and equipment, please contact Steve Kleba at (847) 427-3333 or Email steve@perfectionindustrial.com



1995
BOBST SP 102-SE DIE CUTTER



1999
BOBST MEDIA 100 II-A2 FOLDER/GLUER



R&P S-50 PAPER CUTTER

Auction Date: Thursday, November 14, 2013, 10:00 AM CST
Inspection: Wednesday, November 13, 2013, 9:00 AM to 4:00 PM CST
Location: 2101 West 21st Street, Broadview, Illinois 60155



1998
BOBST SP 102-E II DIE CUTTER

PERFECTION Industrial Sales LIVE WEBCAST AUCTION



**FRONTLINE MOLD TECHNOLOGIES—
COMPLETE TOOL & DIE
FACILITY CLOSURE**



CNC MACHINE
TOOLS,
HIGH-SPEED
GRAPHITE MILL,
(9) EDM'S,
(10) SURFACE
GRINDERS,
TOOL ROOM,
INSPECTION,
MATERIAL
HANDLING &
PLANT SUPPORT

Sale Date: Thursday, March 26, 2015 at 10:00 AM CT
Location: 1030 Lutter Drive, Crystal Lake, Illinois 60014
Inspection: Wednesday, March 25 from 9:00 AM to 4:00 PM CT



Perfection Industrial Sales
ph 847-427-3333 • fax 847-427-8884
www.perfectionindustrial.com

Online Bidding Available Through
BidSpotter.com

PERFECTION Industrial Sales LIVE WEBCAST AUCTION



Assets Surplus to the
Continuing Operations of
**SCHAFFER
INDUSTRIES**
Featuring:
Gear Grinders,
Gear Hobbers,
Gear Shapers,
Gear Sharpeners,
Hob Sharpeners,
Gear Hone,
CNC Machine Tools,
Tool Room Machinery,
Grinding, Forklift,
Cranes & More
**Plus Real Estate
Opportunity**



Sale Date: Thursday, September 29, 2016 at 10:00 AM CDT
Sale Location: 5876 Sandy Hollow Road, Rockford, Illinois 61109
Inspection: Wednesday, September 28, 2016 from 9:00 AM–4:00 PM CDT, or By Special Appointment



Perfection Industrial Sales
ph 847-545-6374 • fax 847-427-8884
www.perfectionindustrial.com

Online Bidding at
www.perfectionindustrial.com

3-DAY AUCTION LIVE WEBCAST & ONLINE



UNPRECEDENTED 3-DAY AUCTION EVENT
INCLUDING 3,000 LOTS OF STATE-OF-THE-ART
POWDER COAT SYSTEM, STRAPPING, FABRICATING,
CNC MACHINES, INJECTION MOLDERS &
FACTORY SUPPORT

Online Bidding Available Through
BidSpotter.com

AUCTION 1 –

Sale Date: Tues., Dec. 8, 2015 at 9:00 AM MT
Location: 1500 S 1900 W, Logan, Utah 84321
Address: Items Located at Spaulding Building
218 1900 W 8th St, Ogden, UT 84401
Inspection: Monday & Tuesday, Dec. 7 & 8, 2015
from 9:00 AM–4:30 PM MT

AUCTION 2 –

Sale Date: Wed., Dec. 9, 2015 at 9:00 AM MT
Location: 1500 S 1900 W, Logan, Utah 84321
Address: Items Located at Spaulding Building
218 1900 W 8th St, Ogden, UT 84401
Inspection: Monday & Tuesday, Dec. 7 & 8, 2015
from 9:00 AM–4:30 PM MT

AUCTION 3 – ONLINE ONLY

Sale Dates: Tues., Dec. 15, 2015 at 10:00 AM MT
Location: 1500 S 1900 W, Logan, Utah 84321
Address: Items Located at Spaulding Building
218 1900 W 8th St, Ogden, UT 84401
Inspection: Monday & Tuesday, Dec. 7 & 8, 2015
from 9:00 AM–4:30 PM MT



ph 847-427-3333 • fax 847-427-8884
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Perfection Industrial Sales

PERFECTION Industrial Sales LIVE WEBCAST AUCTION



Advanced Energy Systems, Inc. ADVANCED ENERGY SYSTEMS, INC.

500 Lots Offered Featuring: PTR 5-Axis Electron
Beam Welding Cell, Clean Rooms & Chemistry
Labs, Ultrapur Water Systems, CNC Machine
Tools, Fabricating, Welding, Grinding,
Inspection, Test Equipment & Facility Support

Advanced Energy Systems, Inc. specializes in advance
radiation sources based upon high-brightness electron
accelerator technology for science, defense, homeland
security and medical.



Sale Date: Tuesday, June 28, 2016 at 10:00 AM EDT
Sale Location: 27 Industrial Blvd., Suite E, Medford, New York 11763
Inspection: Monday, June 27, 2016 from 8:00 AM–4:00 PM EDT



Perfection Industrial Sales
ph 847-545-6374 • fax 847-427-8884
www.perfectionindustrial.com

Online Bidding at
www.perfectionindustrial.com



Clients Served



ALCOA ArcelorMittal **BAE SYSTEMS** **BAKER HUGHES**

BOEING CAMERON **Canon**

CATERPILLAR COMMSCOPE® **CROWN** Cummins

DAVID BROWN *ELECTROMOTIVE* GE 

General Cable **GOODRICH** **GOODYEAR** **JOHN DEERE**

KOMATSU® LOCKHEED MARTIN **mabe**

MERITOR **NOV** **NUCOR** **ŠKODA**

RITTAL RYERSON. THE STRENGTH IN METAL. **SIEMENS** 

TESLA  **TOYOTA** UTC Aerospace Systems

 **VIASYSTEMS** **VOLVO** **Weatherford**

 Perfection Global, LLC • 2550 Arthur Ave, Elk Grove Village, IL 60007 USA • +1 (847) 477-3333 • www.perfectionglobal.com



Section 5.7 – Resources

- Experienced, Highly Driven Sales Staff
- Dedicated Surplus Asset Management Team
- Dedicated Liquidation/Negotiated Sale Division
- Dedicated Live and Online Auction Division
- 600,000+ Customer Database
- 86,000 Square Foot Showroom
- 750+ Machines in Inventory
- Worldwide Experience and Presence



Section 6 – Key to Success

- 55+ years as an industry leader
- True sales division with real people focused on selling used industrial assets. Don't just rely on selling assets by auction.
- Unmatched marketing prowess – getting your assets In-front of real buyers worldwide.
- 3 business units allow us to conduct Investment Recovery Programs, Negotiated Sales & Auction Projects with proven results.
- 6 Certified ASA & AMEA professionals on staff.
- State Law required Auction Licenses.
- Headquartered in Chicago, regional offices in Peoria, IL & our Western Region office in California, and Canada.
- Personnel and sales agents in New Delhi, Mexico, Asia and across Europe.



Section 7 - Summary

The Perfection team would be delighted to work with Abbott in any of the capacities presented in this proposal, and we look forward to addressing your immediate needs and requirements.

Please let us know if you have any further questions.

Sincerely,

Joe Lundvick, CEA



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Cell: +1 (847) 344-2144
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