



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



















October 15th, 2019

Mr. Ryan Wiegel Wiegel Tool Works Inc 935 M Central Ave. Wood Dale, IL 60191

RE: Auction Sale & Marketing Proposal

Dear Mr. Wiegel:

Thank you for the opportunity to present this Auction sale and marketing proposal relating to the surplus assets of Wiegel Tool Works.

As a team we specialize in the following areas:

- Purchase and sell single pieces of used equipment, complete manufacturing facilities, divisions and product lines globally.
- We execute Live Webcast, Online Auction Sales and Negotiated Sales.
- Exclusive Investment Recovery 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 investment recovery services. We are specialists in industrial assets; we are experts in marketing; we are practitioners in selling, and we offer this service to Wiegel Tool Works.

We appreciate the opportunity to compete for your business. We know this is an important project and 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.

Sincerely,				
Adam Stevenson	adam@perfectionindus Ph: +1(847) 427-3333			
Steve Kleba	steve@perfectionindus Ph: +1(847) 427-3333	ustrial.com Cell: +1(815) 451-3451		
Paul Shoniker	Paul@perfectionindustrial.com Ph: +1(847) 427-3333 Cell: +1(613) 930-5428			



















Section 1 - Project Overview, Sale Methodology & Timeline

Section 1.1 – Project Overview

Following the decision by Wiegel Tool Works to cease manufacturing at their Roselle IL facility, the company has chosen to sell a portion of the assets.

The assets for sale include Stamping Presses, Coil Equipment, tool room, inspection and plant support

This is an important project and there are many details that must be accounted for in a professional manner. 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 similar projects which provides us with the depth of experience and expertise to handle this project in a professional and expeditious fashion. We have also sold a large quantity of similar assets both by Auction and Negotiated Sale, and have an excellent and immediate customer base for these assets.

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 a Online Auction, which will generate significant bidder registration from local, national and international qualified buyers.























Section 2 – Opinion of Value, Financial Options

Section 2.1 – Exclusive Commission Auction Sale

- We will conduct the project on a **0%** fee basis.
- An industry standard Buyers Premium of **16%** will be charged to all Auction buyers.
- Auction Sale and marketing expenses are budgeted at not to exceed \$27,500.00. Please note that these expenses will be funded by the auctioneer initially and drawn down from sales proceeds at the time of settlement. IF WE ACHIEVE ANY SAVINGS AGAINST BUDGET, THIS WILL BE TO THE CREDIT OF WIEGEL TOOL WORKS.

Section 2.2 – Exclusive Post Auction Sale Process

- Perfection would continue to sell, on exclusive basis, any unsold items post auction for a period of 4 months.
- Perfection would charge and retain a 16% Buyers Premium on all post auction sales.
- Perfection would not charge any further expenses in marketing on the post auction sale process.





















Section 3 – Responsibilities, Export Compliance

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 tools, items and catalog all assets for sale with an identification tag.
- Take under power videos of the major assets for marketing purposes (if permitted).
- Create a marketing plan, which will ensure all assets receive maximum global exposure.
- Immediately following contract execution, we will closely coordinate with the client to produce a timeline, which is acceptable to all parties.
- Contact all potential registrants and verify their details to be an approved and qualified bidder. Perfection use https://www.visualcompliance.com/ amongst other tools to verify their approval. Further compliance information is contained in **Section 3.2.**
- Follow stringent export compliance rules and procedures.
- Invoice all winning bidders and collect sale proceeds into a dedicated Client account.
- Oversee delivery of the assets following the Auction sale to the buyer.
- Work closely with the designated rigging companies to ensure a smooth removal process.
- Ensure the selected rigging companies have been approved to work in the facility, have the required minimum insurance, and attend any required plant safety induction course.
- Perfection to provide insurance documents naming Wiegel Tool Works as additionally insured which will include, public liability.
- Execute the project professionally and offer a seamless service from start to finish.
- Ensure the assets are removed from the facility by the timeline required.
- Ensure the facility is left clean and tidy.





















Section 3.2 – Export Compliance Review Process

- Perfection has managed Foreign Sales for over 50 years with strict compliance to export regulations and requirements.
- All foreign sales are subject to Compliance review prior to Acceptance and Shipment
- Perfection is a registered entity with SNAP-R to review and obtain Export License when a transaction requires one.
- All sales are reviewed with correct ECCN classification code to confirm compliance to the Export Control list.
- Perfection has a subscription for Visual Compliance (third party export compliance software) which has up to date information with all export compliance requirements.
- Following resources are used for all foreign transactions: www.visualcompliance.com.
- OR with Export Administration Regulations http://www.access.gpo.gov/bis/index.html).
- Verify End User/Consignee is not on denied / prohibited list.
- End user is not on Government published 'Denied Person' List.
- End user is not on 'Unverified List' list of parties provided by BIS.
- End user is not on 'Entity List' lists of all companies requiring export license.
- End user is not on 'Specially Designated National List' OFAC prohibits a transaction with entities on list.
- End user is not on 'Debarred List' list of entities prohibited import/export due to traffic in arms/defense.
- Verify that the foreign customer is not in the region subject to export ban and verify type of business End User is engaged in.
- Other resources are often used including US Department of Commerce, Bureau of Industry and Security-Office of Export Enforcement to confirm our decision.
- When an Export License is required, we submit all required application including all customer related information as well as detailed machine specifications. All sales are finalized only after receiving approved Export License.
- Perfection is in cooperation with US Marshalls on an ongoing basis when questionable foreign sales transactions and/or inquiries are received.
- As a final step, Perfection works with respectable Custom Brokers who are fully insured and bonded for the last line of review for export requirements.

















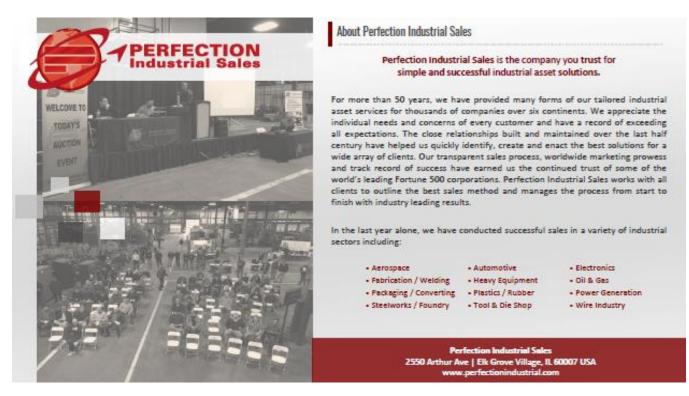




Section 4 – Perfection Global Team Overview

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 53+ 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 50+ auctions and liquidations per year.



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.





















	2	Ind	RFECTIC ustrial Sale	es		
Auctions	Search	My Items	My Alerts	Signup	Login	
Advanced Search			August 14, 2015 12:00 I	PM CDT - September	VMC's as Late as 2013 17, 2015 5:18 PM CDT 7, 2015 12:00 PM CDT	
Keywords					Auction info	
Sort By		/iewing items 1-24 of 319.			View	
Time Left						
Filter By		Lot 1 HAAS ST-3	Big Bore CNC Lathe,		OGIN TO BID	
		3095682, (2	() () () () () () () () () () () () () (Corre.		
Categories		Time left: 14d	21h 46m 57s			
	1.	Starting	US\$20,000			
Auction Items		Next bid	US\$20,000			
O Live Auctions						
O Timed Auctions		Lot 2			OGIN TO BID	
O Featured		HAAS ST-30 (2013)	OCNC Lathe, S/N. 309	5679,		
Oreatored	22		21h 47m 57s			
Price	-	Starting	US\$20,000			
Min		Next bid	US\$20,000			
Max						
		Lot 3			OGIN TO BID	
Lot Number		HAAS ST-3	OCNC Lathe, S/N. 308			
	- 1 - C	(2011)				
_	19 March 19	and the second	21h 48m 57s			
Search		Starting Next bid	US\$15,000 US\$15,000			

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 Investment Recovery Program

In 2004, Perfection was awarded the investment recovery contract for a major international Fortune 100 construction and engine manufacturer. During the course of the contract Perfection has returned millions of dollars to the company's bottom line by successfully implementing an investment recovery program, and currently executes on 45 plus plant locations in North America and overseas. Our asset management program is a unique approach to the traditional 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, TTM Technologies, Viasystems, GE, Siemens, Caterpillar, John Deere, 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.
- Create a color marketing brochure, distribute to 15,000+ known buyers.
- 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.

























Section 5.5 – Marketing – Brochure Examples























Section 5.6 – Marketing – Information Continued



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:-



LIVE WEBCAST AUCTION







EQUIPMENT

COMPLETE FACILITY CLOSURE OF ELECTRONIC PARTS

MANUFACTURER (21) AIDA, SEYI & CHIN FONG STAMPING PRESSES, MACHINE TOOLS, (19) HAEGER

O AM PD ille Tres Sur No. 1085, Cd. Industrial, Tiji onday, June 23, 10:00 AM–4:00 PM PDT rial, Tijuana, BC 22444



Perfection Industrial Sales ph 847-427-3333 • fax 847-427-8884 Online Bidding Available Through BidSpotter.com



Assets Surplus to the Ongoing Operations of Over 600 Lots Featuring Straight Side & OBI Stamping Presses, HMCS, VMCS, Hydraulic resses, this family decline, Conventional Machine Tools, CMM, Laser Marking Machine, HMCs, VMCs, Hydraulic Presses, Wire Harness Machinery, Electric Company Cranes, Material Handling, Factory Support Equipment



Monday, June 20, 2016 at 11:00 AM CDT 12002 E 530 Road, Claremore, Oklahoma 74019 6000 R.S. Boreham Jr. Street, Fort Smith, Arkansas 72901 Friday, June 17, 2016 from 9:00 AM to 4:00 PM, or by Special Appointment ing Fr



Online Bidding at Perfection Industrial Sales ph 847-545-6374 • fax 847-422













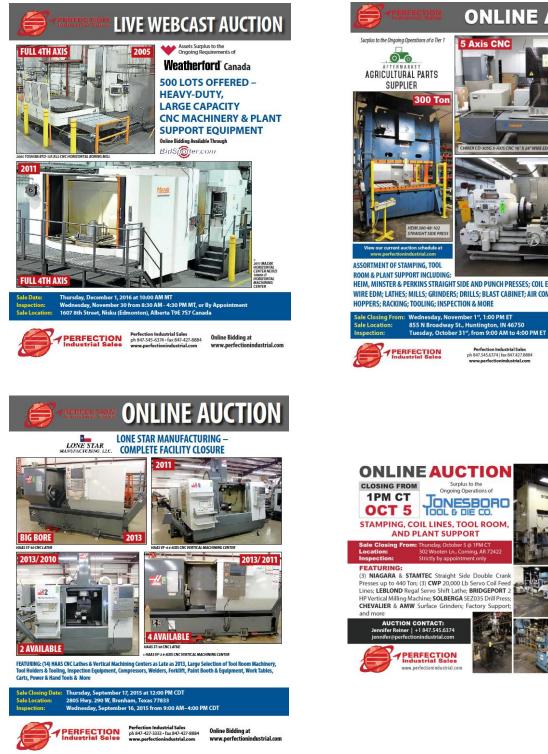






















Page 15









ONLINE AUCTION



HEIM, MINSTER & PERKINS STRAIGHT SIDE AND PUNCH PRESSES; COIL EQUIPMENT; CHMER CD-305G WIRE EDM; LATHES; MILLS; GRINDERS; DRILLS; BLAST CABINET; AIR COMPRESSORS; FORKLIFTS; DUMP

Perfection Industrial Sales oh 847.545.6374 | fax 847.427.888

Online Bidding at www.perfectionindu











3-DAY ONLINE AUCTION

3-DAY AUCTION EVENT WITH OVER 1,600 LOTS OFFERED







a: Wednesday, April 27, 201 at 10:00 AM MDT

t: Thursday, April 28, 2016 at 10:00 AM MDT

51 ncla II, Cd., Juarez, Chih, 32580 Mexi all days of this sale will be held on o 4:30 PM MDT



Perfection Industrial Sales ph 847-545-6374 • fax 847-427-8884 ERFECTION

Online Bidding at

















































Section 5.7 – Resources

- Experienced, Highly Driven Sales Staff
- Dedicated Investment Recovery 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

- 53+ 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 Tucson, AZ, 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 Wiegel Tool Works 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,

Steve Kleba

Perfection Industrial Sales

Ph: +1 (847) 427-3333 Cell: +1 (815) 451-3451 Fax: +1 (847) 427-8884 www.Perfectionindustrial.com

















