

ERA Convention 2011

“Growth Again”

EQUIPMENT END-OF-LIFE STRATEGIES

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Agenda

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- An aerial photograph of a vast industrial yard or depot, densely packed with rows of colorful vehicles, including trucks, trailers, and containers, organized in neat, parallel lines.
- Market
 - Disposal network
 - Things to consider to maximize your resale value

Market

100 Billion



Market - What influences the flow of asset

1. Demand / level of activity
2. Supply of equipment
3. Local pricing of new asset
4. Currency fluctuation

Market - Flow of the end of life asset



Market - Flow of the end of life asset

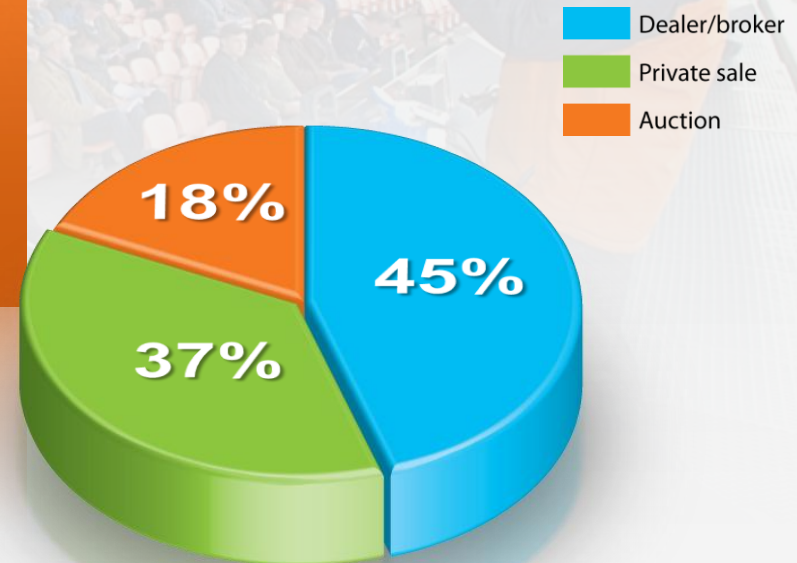


Market - Flow of the end of life asset



Disposal Network

- Private sale
- Reseller/broker network
- Auction



Things to consider to maximize your resale value

- Brand recognition
- Specification of asset
- Local regulation (emission and standard)
- Accessibility (restriction on importation)
- Ease to transfer property
- Local tax - limit your VAT exposure
- Repairs vs residual value

