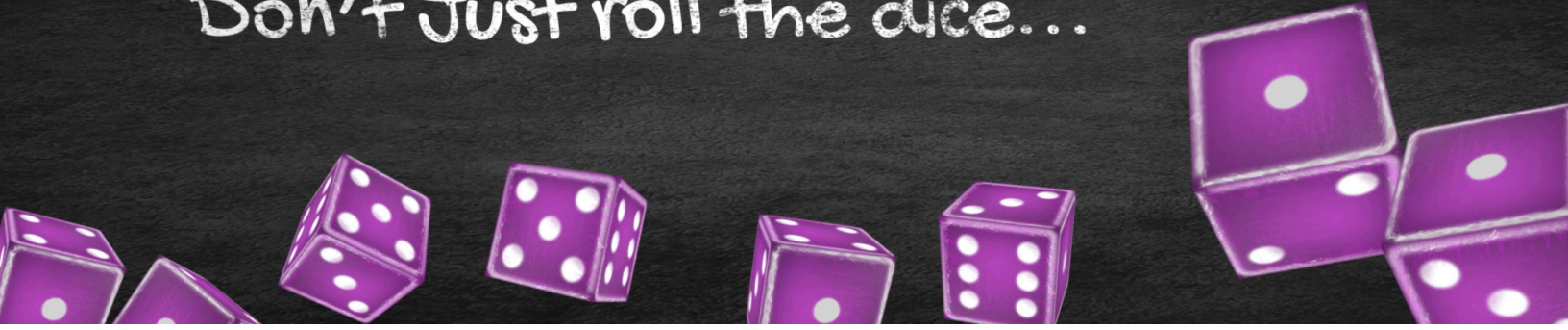


Don't just roll the dice...



## WHY YOU SHOULD PAY THE OWNER OF THE EQUIPMENT DIRECTLY!

- Buyer has direct control of purchase and all critical elements.
- Buyer has complete control of all documents prior to making any payment, lien release, etc.
- You control method of payments and negotiates when they are made.
- Can ensure that an independent inspection is performed prior to final commitment.
- Buyer has a better understanding of broker's fees/commission.
- Buyer can completely understand if seller is providing any assurances/warranties.
- Buyer should create a clear buyer and seller's responsibility document. Should be part of the purchase agreement.
- One of the most important factors is insurance coverage. How much is enough? What is covered and when does it start and end? Who is named as the beneficiary? Does buyer have business interruption insurance?
- Makes sure the same technical team that removed the equipment is reinstalling it.
- The buyer knows to set aside a predetermined warranty reserve.

**Don't learn the hard way... 40 Years of knowing what works & what doesn't!**