

Your Partner for Idle Assets

...from a Single Piece to an Entire Facility

Surplus Solutions: Our Focus

Surplus Solutions is committed to providing the highest quality used equipment, outstanding service, and industry expertise to meet the needs of the pharmaceutical, nutraceutical, and biotech industries.

Surplus Solutions also provides our clients with their best option for maximizing returns on surplus and idle equipment. We are certified by the Association of Machinery and Equipment Appraisers and every year we complete thousands of successful equipment transactions, from single sales to entire laboratory or plant liquidations.

Our team leverages industry expertise and global reach to help our clients identify and execute comprehensive equipment strategies. Our broad range of services includes appraisals, sales, purchasing, logistics, and marketing. Our online marketplace www.ssllc.com is just one of the ways we bring qualified buyers and sellers together.

At Surplus Solutions, we deliver quantifiable results through customized services, allowing our clients to focus on what they do best – running their businesses.



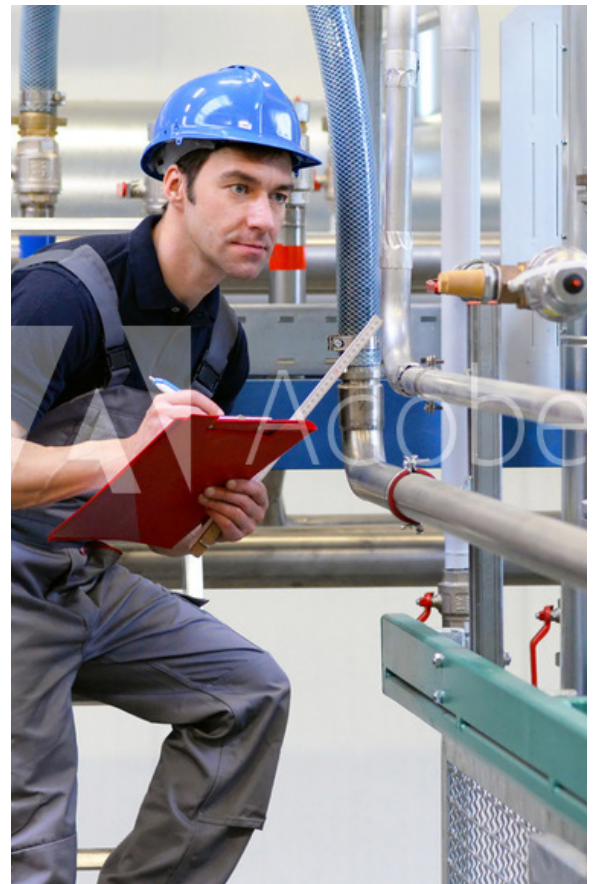
How We Work

Surplus Solutions understands the value of our clients' equipment, and we believe in fully understanding our clients' needs and expectations from the very beginning. For us, success is defined by our clients, and our goal is to formulate the best strategies to achieve that success.

Utilizing our unmatched level of flexibility, our team of experts will evaluate our clients' specific requirements and implement strategic plans to guarantee the maximum return on their surplus assets.

We work with our clients to design and implement customized programs that are systematic and streamlined in order to meet their expectations and guidelines. Throughout the process, we provide ongoing and detailed communication to ensure that our clients thoroughly understand our processes and strategies.

This client-first strategy has allowed us to buy and sell over \$5 million worth of equipment in dozens of countries, and has given Surplus Solutions a spotless reputation in customer satisfaction.



What We Do

Equipment Appraisal

SSLLC guarantees that we are up to date with the latest practices and regulations. Our valuations professionals always deliver advice that is based on market evidence, thoroughly researched, comprehensively analyzed and expertly documented. Our ability to draw on a dynamic combination of a wealth of relevant experience and an unrivalled depth of continually up-to-date sales and valuation data keeps our customers better informed, at the head of their markets and able to assess risk with greater assurance.

Surplus Solutions appraisers are AMEA (Association of Machinery and Equipment Appraisers) certified, and receive at least 70 hours of continuing education credits every five years. And, as required for ongoing certification, SSLLC has one 'USPAP compliant' appraisal reviewed and approved by the AMEA Appraisal Review every two years.



Why Buy Used Equipment?

There are many reasons an organization might need to purchase equipment, and not always on a predictable schedule. This can make buying new equipment directly from manufacturers or retailers – sometimes with order lead times of 6 months or more – unrealistic. Used equipment can be acquired much more quickly, and as Todd Benney explained in *Natural Product Insider* magazine in 2009, there are other distinct advantages to buying used.

- Immediate availability of multiple options – comparable models, similar machinery from different manufacturers, etc. are all available through used equipment marketplaces
- In-person inspection – while new equipment purchases are often made based on a specification sheet or a series of photographs or drawings, used equipment can usually be inspected first-hand before purchase – and often while it is still up and running in its original place of business.
- Range of conditions – similar to cars, many assets have been labeled “used” simply because they’ve been purchased from a manufacturer or retailer, and are being re-sold. While there will be a range of wear and tear on used equipment, some may even still be in original packaging with original consumable extras still unused as well.
- Access for smaller organizations – used equipment gives companies and organizations with smaller budgets the ability to purchase equipment that can enable them to compete with larger, more established organizations.
- Smaller short-term investment – purchasing used equipment requires a smaller investment for shorter-term projects, or specialized research that may not be in a company’s long-term plans. In these situations, the equipment can then be resold again to recoup some of the investment as well.

But will it last?

As Benney notes, “Used equipment is proven to have the same long and productive life as new machines. In fact, many used machines have the reputation to last for years while still out-producing and requiring less maintenance than new machines.”

SOURCE: <http://www.naturalproductsinsider.com/articles/2001/09/the-benefits-of-buying-used-equipment009.aspx>

Equipment Sales

Surplus Solutions offers several different services to our clients to help get their equipment sold. These services include brokerage, consignment, auction services and outright cash purchases. We tailor these services to meet the individual needs of our clients and design a specialized solution that will help them realize the maximum return for their surplus equipment.

Private Treaty Sales

Our private treaty sales take advantage of the full range of services Surplus Solutions has to offer. Not only are our clients' assets featured in our online marketplace, www.SSLC.com, we also provide customized marketing, email, and telephone sales campaigns, and coordinate all logistics and shipping on every sale.



Outright Purchase

Surplus Solutions, LLC purchases all categories of life science and pharmaceutical equipment, with projects ranging in scope from a single piece of equipment to an entire facility liquidation.

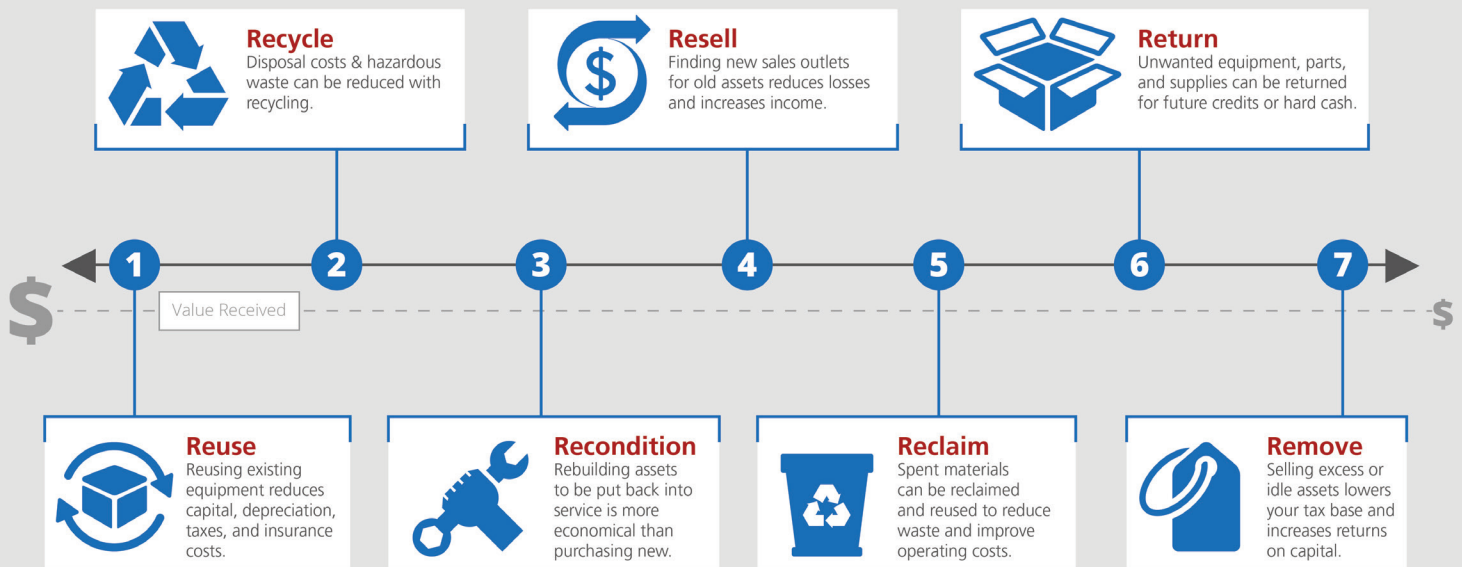
Benefits of Outright Purchase

- Peace of mind from an "AS-IS" sale. There is no further liability or responsibility with the equipment.
- Surplus Solutions is responsible for all associated costs with packaging, removal, and transport to our facility.
- Payment in full via wire transfer or certified check before the equipment leaves your facility.
- Removal is handled by licensed and insured moving companies with experience in the life sciences industry.
- We ensure that removal should have virtually no impact on your day-to-day operations.



The 7 R's of Investment Recovery

When utilizing these seven options for disposition, companies will realize increased revenue and make significant contributions to the environment.



SOURCE: Investment Recovery Handbook. © 2015 Investment Recovery Association; and online at <https://invrecovery.org/knowledge-center/whatisir/sevensregister/>

Consignment Sales

In a consignment sale SLLC inventories, stores, and sells all surplus assets on behalf of our clients from our main facilities in Fall River, MA and San Diego, CA. We charge for our services on a percentage-of-sale basis so that SLLC and our clients have the exact same goal, maximizing your returns on equipment.

Benefits of Consignment Sales

- Unlike our competitors*, our clients never pay storage fees.
- All SLLC charges and fees are deducted from final sale proceeds.
- SLLC pays all up-front expenses to transport the equipment to our facilities. This cost is included in the amount deducted from the equipment sale proceeds.
- SLLC does not charge any service or repair fees; all equipment is sold "as-is".
- Our percentage-of-sale policy ensures that our interests are mutually aligned.
- Equipment removal is handled by experienced and trusted professional equipment movers and should have virtually no impact on your day-to-day operations.

Auction Sales

Auctions provide our clients with the ideal symmetry between maximum returns and quick turnaround. Our auction services include onsite, webcast and sealed bids, and we work closely with our clients to determine which type of auction will best meet their needs, depending on the type of equipment to be sold.

Auction Service Options

- On-Site Auction: Conducted by one of our licensed auctioneers at (or near) the site of the equipment to be sold. These auctions are open to the public and typically allow interested buyers to preview and inspect the equipment before the auction begins.
- On-line Auctions: To accommodate global bidding, auctions are "open" for bidding for at least 24 hours. Lots close sequentially (usually minutes apart), and will auto-extend if last-minute bidding occurs.
- Webcast Auctions: In order to accommodate multiple remote locations far beyond the factory floor, Surplus Solutions offers state-of-the-art Webcast Auctions with internet 'click to bid' bidding, along with a web-based slideshow of the equipment for sale and live video feed. Our cutting-edge technology ensures a competitive and equitable auction arena.

Benefits of Auction Sales

- We maximize returns for sellers. This fast and reliable process allowing sellers to turn surplus assets into cash in a timely and cost effective manner.
- An effective way to attract buyers from around the world.



Equipment Life-Cycle Management

Many organizations are seeing their traditional “buy and hold” strategy for instruments impact their efficiency, competitiveness, and even their bottom lines. As described by Michael Pope in Lab Manager magazine in 2010,

“Historically, pharmaceutical, biotechnology, and chemical companies have approached laboratory equipment acquisition and instrument utilization from a consumables perspective. They purchase the latest scientific instruments, utilize them productively while they depreciate, and then continue using them until age or disrepair renders them useless.

This ‘buy and hold’ strategy creates considerable technology, productivity, and economic risk where time-to-market, patent protection, and other productivity factors may constrain earnings growth... In this environment ... forward-looking managers are turning to laboratory equipment life-cycle management (LCM) strategies to keep pace with laboratory throughput, sensitivity, and compliance demands.”

This life-cycle includes 4 stages:

- Equipment portfolio management: Ensuring that existing equipment supports current and future business objectives.
- Capital acquisition strategies: Creating a plan that provides necessary equipment for current needs and offers opportunities for future changes.
- Equipment redeployment and disposal strategies: Exploring the reassignment of older equipment to less sensitive tasks, and possibilities for resale of equipment that’s no longer needed.
- Technology Refresh Options: Investigating all options for remaining technologically up-to-date, including alternatives to purchasing brand new equipment.



Global Marketing

At Surplus Solutions we pride ourselves on our intensive targeted marketing campaigns. All of our solutions depend heavily on our marketing initiatives to get the equipment sold for the best price in a reasonable amount of time. Without effective marketing, equipment can stay on the market for several years and never sell, or sell for substantially less than it is worth.

On our website, we list available equipment with detailed specifications and actual pictures of every item, and ensure that our site uses the best SEO practices so that each piece of equipment is a top hit for any relevant search. We then begin targeted marketing of the equipment through our extensive customer databases – a growing collection of over 300,000 proven buyers – and via bi-weekly email blasts to a carefully crafted distribution list. We also provide phone-based selling techniques to realize the greatest return possible for our clients' equipment.

Additional Marketing Campaigns:

- Email Marketing – Over 300,000 contacts in the Pharma, R&D and Life Science industry
- Banner Ads on the industry's leading websites, i.e. LabX, FierceBiotech, Outsourcing-Pharma
- Newspaper Advertisement – Boston Globe, NY Times, San Francisco Chronicle Telemarketing
- Trade Publication Ads – Contract Pharma, BioProcess International, Genetic News
- Web Site, www.sssl.com
- Search Engines for Keywords i.e., Bioreactor Filtration, Centrifuge, HPLC, etc.
- Print Brochures and Postcards
- Members of Genetown, ISPE, BioConnector Group, BOMA

Logistics Services

Relocating a laboratory or facility can be overwhelming, but with the help of Surplus Solutions' expert planning and execution, it can be a seamless transition. Through our years of experience, we have developed a Global network of companies that we trust to handle your equipment properly, ensuring safe and swift delivery.

With the assistance of our network of trusted professionals around the world, Surplus Solutions can manage and coordinate all logistics, including:

- Pre-move planning and consulting
- Rigging
- Packaging and crating
- Loading, unloading, and installation
- Storage/Warehouse solutions
- Transport
- Insurance

GOT SURPLUS?
WE BUY AND SELL LAB & BIOTECH EQUIPMENT
FROM A SINGLE PIECE TO AN ENTIRE LABORATORY FACILITY

ONLINE AUCTION
Major MA Based Lab & Biotech Equipment Auction
Over 400 Lots of Lab & Biotech Equipment
BIDDING STARTS: Monday FEB 23, 2015 9AM EST
BIDDING CLOSING: Thursday FEB 26, 2015 5PM EST
AUCTION LOCATION: 150 Airport Road, Fall River MA, 02720

Battenfeld Plastic Injection Molders Auction
Lots Closing Today... Still Time to Register!
Machines are currently skidded and ready to ship.
Screw Diameter: 100MM, Specific Injection Pressure: 2000 BAR, Theoretical Stroke Vol. 20.6 CCM, Max. Hg. Weight (Polystyrene): 22.4 Grams, Max. Hg. Weight (Polystyrene): 22.6 Grams, Ld. Piston Stroke: 20, Nozzle Path: 500 mm, Nozzle pressure: 2000, Barrel Path: 140 mm, Screw Drive: 200T, Heating capacity: 7.88MW, Number of Temp.



Contact Us

Surplus Solutions would like to be your one-stop equipment broker for everything from one-off equipment sales to entire plant liquidations.

Please contact Surplus Solutions today to find out more details on the specialized solutions we can provide you in the asset management of your equipment.

tel: 508-646-2744

email: info@ssllc.com

web: www.ssllc.com

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