

SUCCESS STORY INDUSTRIAL TRUCK & CRANE INC.



447

LOTS



\$3.5M+

SALES TOTAL



726

BIDDERS



115

DAYS



4.86

ACRES



OVERVIEW

Whether you're downsizing, consolidating operations or closing up shop, you have a lot on the line. From emotional to financial pressures to tough expectations and critical timing. This is a moment when you need to have complete confidence that you can get the absolute most for your assets, and know you're working with a partner who's willing to go above and beyond to protect your interests.

Industrial Truck & Crane specialized in large-capacity crane rental and rigging services and had built a strong business presence throughout northwestern Pennsylvania. When CIA Industrial made initial contact, the husband and wife owners weren't quite ready to close the business and hoped to find a buyer to continue their operations. About 5 months after our initial visit, they decided to have us back to talk through a new auction proposal and contract. This auction featured a variety of truck cranes, boom and scissor lifts, telehandlers, heavy haul tractors, trailers, and contractor tools and equipment.

OUTCOME

Our attention to detail, responsiveness, and dedication to being there every step of the way not only resulted in a successful auction, but gave our clients the confidence they needed at a time when they needed it most. The one-day live webcast auction attracted 726 bidders, buyers from the USA, Mexico, Bahamas, Canada, and ten other countries, and generated a sales total of \$3.5M+.

PROCESS AT A GLANCE



"With their expertise and constant communication, the CIA team guided us through a challenging process with precision and care. Their attention to detail and knowledge turned a difficult situation into a successful sale, making the experience as smooth and stress-free as possible."

- Soni Graff,
OWNER



See more details & other Success Stories at www.cia-industrial.com