SUCCESS STORY
NORTHMONT TOOL INC.

CIA INDUSTRIAL

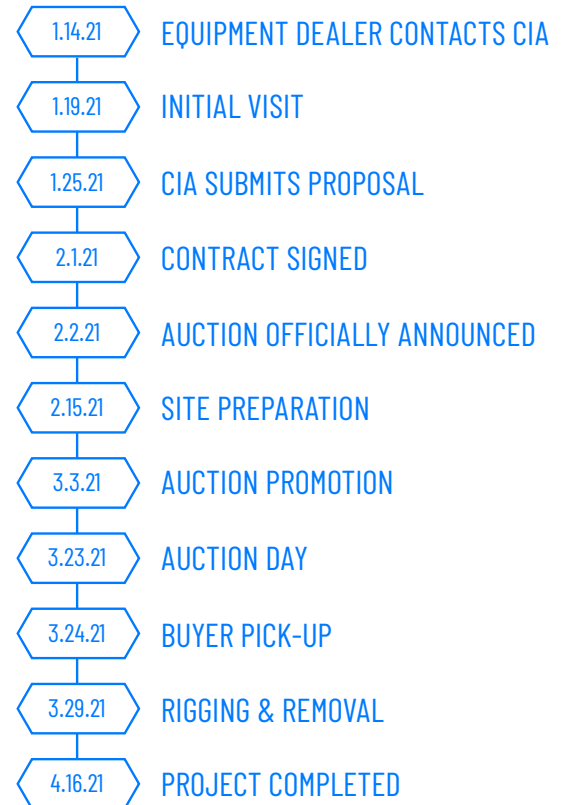| **494**	**$650K+**	**593**	**75**	**12,000**
LOTS	SALES TOTAL	BIDDERS	DAYS	SQ.FT.

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.

After 50+ in the tool and die industry, Northmont Tool owner, Larry Cordell, decided he was ready to start his next chapter in retirement. He reached out to a machinery dealer he'd worked closely with over the years and they determined his facility would be best suited to an auction. The CIA Industrial team was brought on board to develop an exit strategy that would honor everything Larry had built, but also allow him to walk away with a positive experience. This auction featured a variety of Vertical Machining Centers, Wire EDMs, Manual Toolroom Equipment, Vises, and Tooling & Machine Accessories.

OUTCOME

The CIA Industrial team worked hard and fast to conduct a successful auction that proved to Larry we were the right partner to trust in selling his assets. Our guaranteed proposal made it easier for him to sleep before the auction, but also allowed him to share in the upside. The one-day live webcast auction resulted in 593 bidders, a sales total of $650K+ and 88 winning buyers from 22 states.

PROCESS AT A GLANCE

1.14.21	EQUIPMENT DEALER CONTACTS CIA
1.19.21	INITIAL VISIT
1.25.21	CIA SUBMITS PROPOSAL
2.1.21	CONTRACT SIGNED
2.2.21	AUCTION OFFICIALLY ANNOUNCED
2.15.21	SITE PREPARATION
3.3.21	AUCTION PROMOTION
3.23.21	AUCTION DAY
3.24.21	BUYER PICK-UP
3.29.21	RIGGING & REMOVAL
4.16.21	PROJECT COMPLETED

"After a rewarding 50-year career in the tool and die industry, I was ready to enjoy my retirement. I wanted to find a trusted company to help me sell my equipment and business assets. When my longtime equipment dealers recommended CIA, I knew they were the perfect choice. The extremely successful auction they ran proved I'd made the absolute right call. Selling through CIA was the perfect way to celebrate the end of one chapter and the start of an exciting new one!"

– Larry Cordell,
OWNER

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