

MARKETING & SALES GUIDELINES FOR SELLING USED DREDGE EQUIPMENT

PICTURES ARE PARAMOUNT: You cannot have too many pictures, and videos are very helpful as well. PROVIDE US WITH AS MUCH PICS AND VIDS AS YOU CAN!!!

PICTURE GUIDANCE: Here is an overview of some of the type of photographs we like to receive for a used Dredge: *AVOID MISREPRESENTING THE CONDITION OF YOUR EQUIPMENT. DOING SO WILL JUST COST EVERYONE TIME, INCLUDING YOU.*

1. A VARIETY OF SIDE SHOTS OF THE ENTIRE LENGTH OF THE DREDGE, PORT SIDE AND STARBOARD
2. Looking down the port side to the bow from the cab
3. Looking down the starboard side to bow from the cab
4. Looking down the ladder from the cab
5. Close up shots of the ladder sections, starting with the trunnion, then in a few sections all the way to the cutterhead.
6. The same shots from the cab looking towards the aft.
7. Shots from the aft looking forward on both sides
8. Shots from the bow looking back on both sides
9. Shots of the Spuds and the Spud Wells, and hydraulics or winches.
10. A shot looking into the cab from outside with the cab door open. *(no trash in the shot)*
11. Shots inside the Cab: the entire dash board; looking down the ladder; looking back towards aft; any special displays or gear in the cab; pictures and screenshots of any Dredge Operating System Software, etc... *(please remove any trash or clutter that may have accumulated in the cab prior to taking these shots.)*
12. Shots of the Winches
13. The Gantry
14. Nuclear Density Meter, and Doppler
15. Discharge Hose
16. The Engine room and the Engine, MCC, Electrical Room, including Serial Code Name plates of all major components, and Hours read out; anything that shows the condition of the engine, motor, pump, hydraulic systems, all major components.
17. The same type of shots for the Pump
18. The same kind of detailed Shots of all the barges and equipment attached to the dredge; the Tender; the Tug; Fuel Barge; Spud Barge; Work platform; everything!
19. Shots of replacement parts on hand in inventory, especially prominent parts such as extra pumps, pump parts, etc.
20. Shots of the Pipe and Pipe floats, Pipe Fuser, or any similar type of ancillary equipment that you wish to Sell or include with the Dredge. Not each piece of pipe, but enough pictures to get a sense of the general condition.



In addition, please provide the following information if available or possible:

- Copy of Owner's Operations Manual
- Copy of Dredge Schematic Drawings
- Detailed Description (Design, Construction, Condition) of all the major parts of the Dredge (Hull, Ladder, Operation Controls, etc.)
- Engine or Motor Details
- Ladder Length
- HP on Cutterhead
- Copies of Purchase Order Receipts for Replacement Parts and Components
- A written description of any upgrades or improvements made to the Dredge
- An Appraisal if one exists
- Original Dredge Marketing Brochure, and Dredge Quote/Proposal
- Make/Model/Year
- History of Ownership, Projects and Activities
- Overview of current condition, including areas of concern or potential concern
- Production Output Metrics achieved with the Dredge
- Why are you Selling it?
- Where is it located?
- What are you willing to offer or provide to help the Buyer dismantle, and Load the Dredge?
- Can you provide a Crew? A Crane? Any Trucks? If so, is that complimentary to the Buyer, or is there a charge for those services?
- Any other Offers or Incentives that you'd like to include or mention?